Approved Trainer Program

Cucumber Limited is a company dedicated to realising the value of BDD. We maintain the open source Cucumber tools, develop the Cucumber Pro collaboration platform, provide community support, and deliver commercial training and consultancy. The training business is growing and we need to grow the community of trusted associates who deliver training and coaching.

Becoming a Cucumber Approved Trainer means that you:

- become part of the network of experienced practitioners in our approved trainer community
- receive coaching and feedback to help you become an amazing trainer
- are licensed to deliver our training material to your own clients, for a fee
- become eligible to deliver training on our behalf
- can contribute to the development of the training material

This program is intended to identify a small pool of skilled professionals globally, to deliver our courses and coach teams during their adoption of BDD. We care greatly about the quality of training we provide, and so the program is intended to be challenging.

This is how our program works:

1. Application: we will screen all applicants for suitability. We're looking for people with broad, real-world experience. You don't necessarily need to be an expert BDD practitioner, but you must have a solid background in agile methods and ideally a demonstrable track record in training and/or coaching. We will charge a $150 processing fee when you submit your application.*
2. "See it": successful applicants will attend one of our 2-day *BDD Kickstart* courses, to experience the material first hand. This will be followed by a third day "Train-the-trainer" course, which will give us a time to get to know each other and share our training approach. **There will be no charge for attending**, but you will be expected to cover your own expenses.*
3. "Do it": continuing applicants will pair with an approved trainer to deliver a 2-day *BDD Kickstart* course, to gain experience in what it takes to run one of our

courses successfully. There will be no payment for pairing on delivery, and you will be expected to cover your own expenses.[*]

4. "Nail it": continuing applicants will be observed delivering a 2-day *BDD Kickstart* course. You will run the course, with the observer available to support you if required. You will receive no payment for delivering the course, and you will be expected to cover your own expenses.[*]

5. "Approved": as an approved trainer we will offer you suitable client work as it becomes available and you will be able to offer our material to your own clients.

Our commercial terms are simple and beneficial to all and will be shared fully at the "Train-the-trainer" day (see step 2 above). Just to give you an idea of what to expect, our existing North American associates receive over US$2,000/day, when delivering the training on our behalf.

[*] We have a limited number of sponsored places for candidates who are unable to pay the application fee or meet their own expenses. Please contact us by emailing seb@cucumber.io with details in order to apply for one of these sponsored places.