



# HOCK PARTNER PROGRAM

CMA | FMAA | CSCA | CIA | EA | Cert IFR

- ✓ Access to HOCK's world-class study materials.
- ✓ Support for your students, employees, instructors, and administrators.
- ✓ Collaborative marketing resources.
- ✓ Strategic support and expertise.

**HOCK**  
International

Behave Ethically.  
Work Collaboratively.  
Deliver Exceptionally.





## WELCOME TO THE HOCK PARTNER PROGRAM




Thank you for your interest in partnering with HOCK International. Our partnership goes beyond providing study materials. At HOCK, we believe in your organization's success. That is why we are excited to invite you to the HOCK Partner Program, an exclusive program designed to empower your business, supercharge your brand, and support your students, your employees, your teachers, and your organization.

## WHY TRAINING COMPANIES PARTNER WITH HOCK?

-  **Get Access to HOCK World-Class Study Materials** - We are proud to offer our partners the most affordable option for world-class materials.
-  **Increase Brand Awareness** - Through strategic marketing initiatives and collaborations, you can amplify your brand's presence and recognition in the professional exam preparation industry.
-  **Drive Customer Acquisition** - By harnessing the power of collaborative marketing and shared resources, you can attract and convert new customers more effectively, driving growth and revenue for your business.
-  **Enhance the Overall Value for Customers** - Access to top-tier study materials, co-branded marketing resources, and shared knowledge ensure that your customers receive a superior experience that sets you apart from your competition.

## WHY CORPORATES PARTNER WITH HOCK?

Professional certifications equip your team with specialized skills and knowledge, directly translating into operational excellence and enhanced service delivery. Here is how our program can transform your organization:

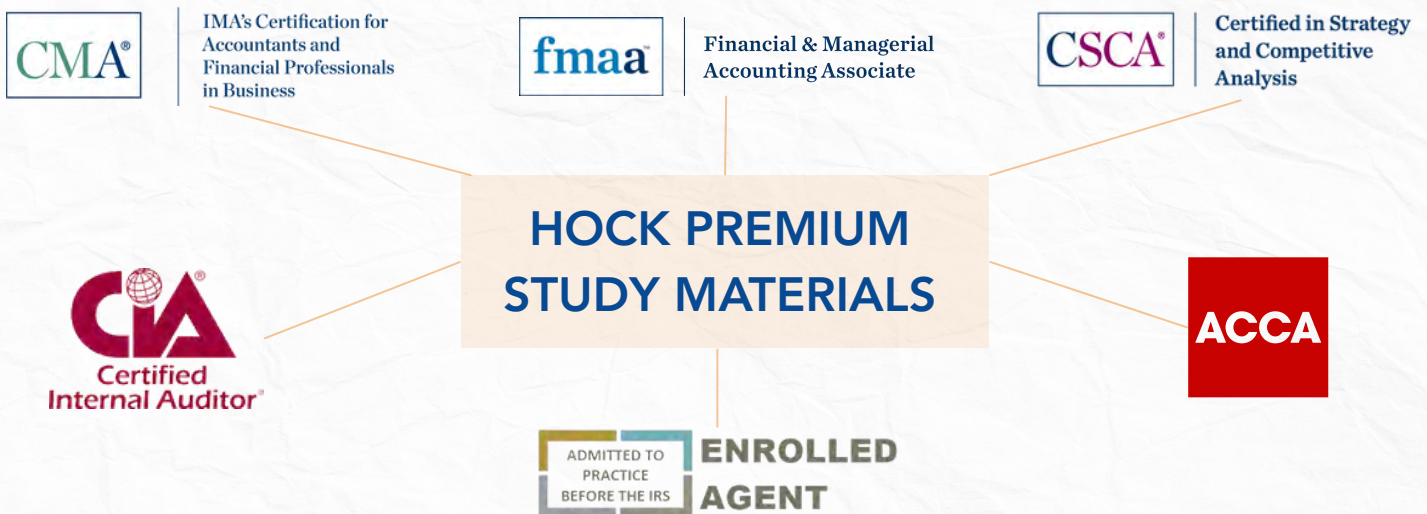
-  **Boost Organizational Performance** - Certified professionals bring proven skills that increase productivity and efficiency.
-  **Attract and Retain Top Talent** - Offering certification opportunities can make your organization a preferred employer for ambitious professionals.
-  **Drive Employee Engagement** - Investing in your employees' growth leads to higher job satisfaction and loyalty.







## HOCK STUDY MATERIALS

HOCK currently offers the most comprehensive study materials and Learning Management System (LMS) for the following exams (more exams coming in the future):

- **US CMA** (Certified Management Accountant)
- **FMAA** (Financial and Managerial Accounting Associate)
- **CSCA** (Certified in Strategy and Competitive Analysis)
- **CIA** (Certified Internal Auditor)
- **EA** (Enrolled Agent)
- **Cert IFR** (Certificate in International Financial Reporting)



## WHAT YOU GET WITH HOCK PARTNERSHIP

-  **Online Materials** - HOCK's Online Textbook and Online Test Bank for each student/employee/instructor. The Test Bank includes:
  - Multiple Choice Questions (MCQs) with answer explanations
  - Essays Questions (if applicable)
  - Mock Exams
-  **Individualized Access** - Each exam candidate receives their own HOCK account and study materials access. We treat each of your students/employees as one of our own. This means that we will answer any questions they have while studying.
-  **PassMap™** - HOCK's interactive learning system that helps students organize their study time and track progress.
-  **Marketing Support** - SEO-optimized listing on the HOCK website, digital and verifiable approved partner badge, social media post announcing our partnership, and more.\*

\*Marketing support levels vary based on the number of purchased licences.

## WHAT IS CMA?

Certified Management Accountant (CMA™) is a professional certification offered by the Institute of Management Accountants (IMA) that verifies a person's knowledge in management accounting, corporate finance, and business management.

## WHO IS CMA FOR?

- Mid-level accounting and finance professionals
- Accounting and finance professionals who want to advance their career
- Professionals interested in corporate positions

## CMA EXAM ELIGIBILITY

Before becoming a CMA, an individual must meet the following requirements:

- Hold a Bachelor's degree in any subject.
- Have two years of work experience in management accounting.
- Be a member of the IMA in good standing.
- Pass both Parts of the CMA exam within three years of entering the CMA program.

## EXAM FORMAT AND STUDY TIME

Two Exams (Part 1 and Part 2). Each Part of the CMA exam contains 100 multiple-choice questions and two essay questions. Candidates have three hours to complete the multiple-choice questions and one hour to complete the essays. Study time is about 180 hours per Part.

## CMA EXAM WINDOWS

January/February, May/June, September/October

## REGISTRATION AND FEES

\$1,000 - \$1,600, depending on membership and registration type. Paid to IMA and subject to change by the IMA.

## TOPICS COVERED ON THE EXAMS

### PART 1

#### Financial Planning, Performance, and Analytics

- External Financial Reporting Decisions
- Planning, Budgeting, and Forecasting
- Performance Management
- Cost Management
- Internal Controls
- Technology and Analytics

### PART 2

#### Strategic Financial Management

- Financial Statement Analysis
- Corporate Finance
- Decision Analysis
- Risk Management
- Investment Decisions
- Professional Ethics



## WHAT IS FMAA?

The Financial and Managerial Accounting Associate (FMAA™) is a foundational certification designed to equip early-career professionals with core accounting and finance knowledge and skills. FMAA is offered by IMA® (Institute of Management Accountants) and marks a significant addition to the certifications available in the accounting and finance sector.

## WHO IS FMAA FOR?

- Individuals starting careers in accounting and finance
- Anyone seeking foundational accounting and finance knowledge
- Individuals wanting to become a CMA but do not meet eligibility requirements or are not prepared for the intensity of the CMA curriculum yet

## FMAA EXAM ELIGIBILITY

There are no education requirements to be eligible for the FMAA Exam. Membership in IMA is not required. There is no work experience requirement.

## EXAM FORMAT AND STUDY TIME

The FMAA Exam is available through Prometric Testing Centers. There is one Exam that is two hours long and consists of 80 multiple-choice questions. Study time is about 75 hours.

## FMAA EXAM WINDOWS

The FMAA exam in English is offered on a continuous basis subject only to seat availability at your local Prometric testing center.

The FMAA exam in Arabic is offered during specific weeks. Please refer to the IMA website for details.

## REGISTRATION AND FEES

The FMAA exam registration fee is \$299, but through our relationship with IMA, all HOCK students are able to take advantage of a \$50 discount, making the cost only \$249. There is no IMA membership requirement for the FMAA exam.

## TOPICS COVERED ON THE EXAMS

- General Accounting and Financial Management
- Financial Statement Preparation and Analysis
- Planning and Budgeting
- Cost Management and Performance Metrics
- Professional Ethics

## WHAT IS CSCA?

The Certified in Strategy and Competitive Analysis (CSCA™) Certification is established by the Institute of Management Accountants (IMA) and is designed for higher-level professionals in any field who are looking to strengthen their strategic planning and competitive analysis capabilities and aim to be at the forefront of business decision-making and strategy implementation within their organizations.

## WHO IS CSCA FOR?

- Individuals currently in finance and accounting roles who already have a qualifying certification in accounting, finance, or auditing (see CSCA Exam Eligibility, below).
- Professionals in any field aiming to enhance their strategic thinking and analytical skills to secure future leadership positions within their field.

## CSCA EXAM ELIGIBILITY

Candidates must have a bachelor's degree and two consecutive years of professional business experience. OR candidates must have one of professional certifications such as CMA, CPA, CIA, CFA (refer to the complete list of certifications on the IMA website).

## EXAM FORMAT, STUDY TIME & EXAM WINDOWS

The CSCA Exam is available through Prometric Testing Centers. There is one Exam that is three hours long and consists of 60 multiple-choice questions and one case study. While every student will study at a different pace, it usually takes about 2-3 months of study depending on your knowledge and experience. The exam is currently available in March and September.

## REGISTRATION AND FEES

The CSCA exam registration fee is \$600, but through our relationship with IMA, all HOCK students are able to take advantage of a \$150 discount, making the cost only \$450. There is no IMA membership requirement for the CSCA exam.

## TOPICS COVERED ON THE EXAMS

### Strategic Analysis

- The strategic planning process
- Environmental scan and competitive analysis
- Internal analysis

### Creating Competitive Advantage

- What is competitive advantage?
- Strategy in a global context
- Business level strategies
- Corporate level strategies
- Functional level strategies
- Sustaining competitive advantage

### Strategy Implementation and Performance Evaluation

- Analyzing strategic alternatives
- Risk management
- Strategy implementation
- Strategy measurement and organizational performance
- Governance, social responsibility, and ethics



## WHAT IS CIA?

The Certified Internal Auditor (CIA™) certification offered by The Institute of Internal Auditors (IIA) is the only internal auditor certification recognized around the world. Professionals with the CIA certification have an advantage compared to non-certified individuals in the job market and have higher pay and increased job security.

## WHO IS CIA FOR?

CIA is ideal for professionals who would like to move into internal audit with a pathway for career advancement, professional growth, and higher salary. Being a CIA signifies expertise and commitment in the field, opening doors to enhanced career opportunities.

## CIA EXAM ELIGIBILITY

Before becoming a CIA, an individual must meet certain requirements:

- Hold a Bachelor's degree in any subject.
- Have two years of work experience in internal audit.
- Pass the three Parts of the CIA exam.

## CIA EXAM FORMAT, STUDY TIME, AND EXAM WINDOWS

The exams are available through Pearson Vue Testing Centers. The CIA exam has three parts. Part 1 is 2.5 hours long and consists of 125 multiple-choice questions (MCQs). Parts 2 and 3 are each 2 hours long and consist of 100 MCQs. Study time is about 70 hours per Part. The exams are available throughout the year.

## REGISTRATION AND FEES

\$1,200 - \$1,445, depending on membership and registration type. Paid to the IIA and subject to change by the IIA.

## TOPICS COVERED ON THE EXAMS

### PART 1

#### Internal Audit Fundamentals

- Foundations of Internal Auditing
- Ethics and Professionalism
- Governance, Risk Management, and Control
- Fraud Risks

### PART 2

#### Internal Audit Engagement

- Engagement Planning
- Information Gathering, Analysis, and Evaluation
- Engagement Supervision and Communication

### PART 3

#### Internal Audit Function

- Internal Audit Operations
- Internal Audit Plan
- Quality of Internal Audit Function
- Engagement Results and Monitoring

## WHAT IS EA?

An Enrolled Agent (EA™) is a tax professional licensed by the IRS to represent taxpayers in all matters, including audits, collections, and appeals. EAs specialize in tax law and provide expert tax services to individuals, businesses, estates, and trusts. They are held to high ethical standards and must complete continuing education to maintain their license.

## WHO IS EA FOR?

The EA credential is ideal for individuals with a strong interest in tax and tax law and who want to develop a career in IRS representation, tax consulting, tax return preparation, as well as other tax-related services.

## EA EXAM ELIGIBILITY

To become an EA, candidates are required to obtain a Preparer Tax Identification Number (PTIN) from the IRS. One unique aspect of becoming an EA is that there are no specific education or experience requirements. Candidates must pass all three parts of the SEE (Special Enrollment Examination), also known as the EA exam.

## EXAM FORMAT AND STUDY TIME

The EA Exams are available in Prometric Testing Centers. There are three parts, each consisting of 100 multiple-choice questions in a 3.5-hour testing time. Study time is about 100 hours for Part 1, 100 hours for Part 2, and 80 hours for Part 3.

## EXAM WINDOWS

The exam testing cycle runs from May 1 through the end of February of the following year. There is no testing in March and April.

## REGISTRATION AND FEES

There are three components to the cost: PTIN - \$19.75, EA Exam Registration - \$267 per Part, and Enrollment Fee - \$140. Paid to the IRS and subject to change by the IRS.

## TOPICS COVERED ON THE EXAMS

### PART 1

- Preliminary Work and Taxpayer Data
- Income and Assets
- Deductions and Credits
- Taxation
- Advising the Individual Taxpayer
- Specialized Returns for Individuals

### PART 2

- Business Entities and Considerations
- Business Tax Preparation
- Specialized Returns and Taxpayers

### PART 3

- Practices and Procedures
- Representation before the IRS
- Specific Areas of Representation
- Filing Process



## WHAT IS CERT IFR?

The Certificate in International Financial Reporting (Cert IFR) offers a broad introduction to the field of International Financial Reporting and International Financial Reporting Standards (IFRS). It traces the history of the International Accounting Standards Board (IASB) from its early roots through to recent changes and updates and future developments.

## WHO IS CERT IFR FOR?

Cert IFR is primarily for qualified accountants and auditors looking to meet the challenges involved in adopting and implementing IFRS in their workplace.

## CERT IFR EXAM ELIGIBILITY

An educational or vocational background in financial reporting is recommended before starting the Cert IFR. Prior to this, however, you should be registered as an ACCA member through their Qualification program. Part of this requirement is that you have a minimum of three years of relevant work experience in addition to your educational training.

## EXAM FORMAT AND STUDY TIME

Cert IFR examinations are 25 questions long and have an exam time of one hour. A passing score is 50% or higher. You will have three attempts to pass the exam. Study time to pass the exam is approximately 25 hours.

## CERT IFR EXAM WINDOWS

Exams are conducted online and can be registered at your convenience through the ACCA.

## REGISTRATION AND FEES

Exam fees are £175, or discounted to £135 if you are an ACCA member.

## TOPICS COVERED ON THE EXAMS

- The International Accounting Standards Board and IFRS Accounting Standards
- IFRS Accounting Standards - global convergence and continued development
- Revenue, presentation and profit
- Accounting for non-current assets
- Accounting for assets, impairments and grants
- Accounting for leases and specialised assets
- Accounting for financial instruments
- Accounting for liabilities
- Group accounting
- Disclosure standards and first-time adoption
- IFRS Accounting Standards and other reporting frameworks

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*If you are reading this brochure, it means that we are considering a partnership built on mutual respect and shared goals. It would be our honor to collaborate with you to elevate our brands and, most importantly, help more candidates pass their exams and advance their careers. We are genuinely excited about the possibilities in our partnership, and we invite you to contact us with any questions or insights you may have regarding HOCK and our collaborative journey.*

*Sincerely,  
The HOCK Team*

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### Brian Hock

CMA, CIA, CRMA, CSCA, FMAA  
Founder & CEO, HOCK International

✉ [brian.hock@hockinternational.com](mailto:brian.hock@hockinternational.com)



Scan for Brian's  
LinkedIn



### Srividhya Rajaram

Country Head, India

✉ [sri@hockinternational.com](mailto:sri@hockinternational.com)



Scan for Sri's  
LinkedIn



### Ronak Baheti

CMA, MBA, M.com  
Business Relationship Director, India

✉ [ronak@hockinternational.com](mailto:ronak@hockinternational.com)



Scan for Ronak's  
LinkedIn



### HOCK International - India

🌐 [hockinternational.com](http://hockinternational.com)

☎ +91-73030-90400

+91-70421-76400

✉ [india@hockinternational.com](mailto:india@hockinternational.com)



Scan for HOCK  
Website



*Great, comprehensive,  
and easy-to-understand study material.*

*Osman D.  
HOCK CMA Student*

*Great materials, passed the exam.  
The study text and test bank were up to date.*

*Raphael W.  
HOCK CIA Student*

*HOCK helped me in passing FMAA Exam. Exam Review is cost  
efficient and contains all necessary questions that we can  
expect in FMAA Exam at Prometric.*

*Aditya S.  
HOCK FMAA Student*

*I highly recommend the HOCK EA exam preparation course.  
I passed all 3 tests on the first try with no prior knowledge of  
any of the subjects.*

*Preston T.  
HOCK EA Student*

*I have used HOCKs resources for both CMA tests and am now using  
them for the CSCA exam. There materials are easy to read and their test  
bank questions are very similar to questions that are included in the  
actual exams. Highly recommend!*

*Bryan M.  
HOCK CMA & CSCA Student*

*Answer explanations truly help you  
understand each option.*

*Susan K.  
HOCK CMA Student*





## Ready to take your program to the next level?

Join the global network of educators who trust HOCK to empower future finance professionals.



[hockinternational.com](https://hockinternational.com)



[india@hockinternational.com](mailto:india@hockinternational.com)



+91-73030-90400

+91-70421-76400

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