



CMA | CSCA | FMAA | CIA | EA | CFA | ESG



Access to HOCK's world-class Study Materials



Collaborative marketing resources



Support for your students, employees, instructors, and administrators



Strategic support and expertise

WELCOME!

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)
- **CFA** (Chartered Financial Analyst)
- **ESG Investing** (Environmental, Social, and Governance Investing)



CFA Institute

WHAT YOU GET WITH HOCK PARTNERSHIP

1) 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)
- **Practice and Mock Exams**

HOCK Classroom Videos are also available to your students/employees as an optional add-on for a fee.

2) 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.

3) PassMap™: HOCK's interactive learning system that helps students organize their study time and track progress.

4) Marketing Support: SEO-optimized listing on the HOCK website, partnership banner with HOCK's and partner's logo, social media post announcing our partnership, blog post, and more.



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:

1. Hold a Bachelor's degree in any subject.
2. Have two years of work experience in management accounting.
3. Be a member of the IMA in good standing.
4. 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

15% External Financial Reporting Decisions
20% Planning, Budgeting, and Forecasting
20% Performance Management
15% Cost Management
15% Internal Controls
15% Technology and Analytics

Part 2: Strategic Financial Management

20% Financial Statement Analysis
20% Corporate Finance
25% Decision Analysis
10% Risk Management
10% Investment Decisions
15% 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.

FMAA 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 is expected to be available throughout the year.

Registration and Fees

The exam fee is \$299, and certified FMAAs will need to pay a \$49 annual renewal fee. Paid to IMA and subject to change by the IMA.

Topics Covered on the Exam

- 25% General Accounting and Financial Management
- 25% Financial Statement Preparation and Analysis
- 20% Planning and Budgeting
- 20% Cost Management and Performance Metrics
- 10% 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, Format, and Study Time

Candidates must have a qualifying certification: ACCA, CA, CFA, CIA, CMA, CPA or specifically listed other certifications (refer to the IMA website for the full list) and comply with the IMA Statement of Ethical Professional Practice.

CSCA Exam Format, Study Time, and 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. Study time is about 50 hours. The exam is currently available in March and September.

Registration Fees

The CSCA exam fee is \$600. Paid to IMA and subject to change by the IMA.

Topics Covered on the Exam

Strategic Analysis

(25% - Levels A, B, and C)

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

Creating Competitive Advantage

(40% - Levels A, B, and C)

- 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 (35% - Levels A, B, and C)

- 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 for Part 1, 70 hours for Part 2, and 110 hours for Part 3. 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: Essentials Of Internal Auditing

15% Foundations Of Internal Auditing
15% Independence And Objectivity
18% Proficiency And Due Professional Care
7% Quality Assurance And Improvement Program
35% Governance, Risk Management, And Control
10% Fraud Risks

Part 3: Business Knowledge For Internal Auditing

35% Business Acumen
25% Information Security
20% Information Technology
20% Financial Management

Part 2: Practice Of Internal Auditing

20% Managing The Internal Audit Activity
20% Planning The Engagement
40% Performing The Engagement
20% Communicating Engagement Results And Monitoring Progress



What Is EA?

An Enrolled Agent (EA™) is a tax professional authorized by the Internal Revenue Service (IRS) to represent taxpayers before the IRS. EAs specialize exclusively in taxation and have a unique expertise in tax law, which allows them to provide tax-related services to individuals and businesses. EAs are authorized to represent taxpayers in all matters before the IRS, including audits, collections, and appeals. They work with individuals, small businesses, corporations, partnerships, estates, and trusts, and are bound by ethical standards that require them to maintain their license through continuing education.

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.

EA 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 - \$259 per Part, and Enrollment Fee - \$140. Paid to the IRS and subject to change by the IRS.

Topics Covered on the Exams

Part 1

- 16% Preliminary Work and Taxpayer Data
- 20% Income and Assets
- 20% Deductions and Credits
- 18% Taxation
- 13% Advising the Individual Taxpayer
- 13% Specialized Returns for Individuals

Part 2

- 35% Business Entities and Considerations
- 44% Business Tax Preparation
- 21% Specialized Returns and Taxpayers

Part 3

- 31% Practices and Procedures
- 29% Representation before the IRS
- 24% Specific Areas of Representation
- 16% Filing Process



What Is CFA?

The Chartered Financial Analyst (CFA) is a prestigious credential offered by the CFA Institute. This designation is recognized as a mark of excellence in investment analysis, wealth management, and financial advisory services. Holding the CFA charter signifies passing three rigorous exams and a commitment to upholding ethical and professional standards.

Who is CFA For?

Individuals with backgrounds in finance, accounting, economics, or business who aspire to senior or executive roles in investment management, risk management, asset management, and related fields should consider the CFA certification.

CFA Exam Eligibility

Candidates must have an international travel passport and meet one of the following requirements:

- Have a bachelor's degree (or equivalent).
- Be a university student within 23 months of completing your undergraduate degree.
- Have a combination of 4,000 hours of work experience.

Candidates must pass the Level I exam to qualify for Level II and pass the Level II exam to qualify for Level III.

CFA Level I Details

Level I lays the foundation of finance, emphasizing analytical tools, particularly in accounting and quantitative methods. It equips candidates with the skills to analyze financial reports critically. Exam Windows: February, May, August, November. It lasts 4.5 hours, divided into two sessions, with a total of 180 questions covering ten topics. Study time is about 300 hours.

CFA Level II Details

Regarded as the most technically challenging, Level II expands on the big picture of economics, portfolio management, and international investing. It dives deep into asset classes and valuation models. Exam Windows: May, August, November. The 4.5-hour exam includes 22 item sets of vignettes with 88 accompanying multiple-choice questions. Study time is about 300 hours.

CFA Level III Details

The final level shifts focus from analytical tools to application, offering pathways in Private Markets, Private Wealth, and Portfolio Management. It concentrates on understanding investor requirements and asset valuation from a portfolio perspective. Exam Windows: February and August. The exam is organized into two separate sessions. The first session comprises "constructed response questions" (essays) and the second session presents a variety of item sets, each consisting of either four or six parts, with scoring adjusted according to their length. Study time is about 300 hours.

Registration and Fees

One-time enrollment fee - \$350, exam registration fee - \$900 - 1,250 per exam. Paid to the CFA institute and is a subject to change by CFA Institute.



What Is ESG Investing?

In today's financial landscape, Environmental, Social, and Governance (ESG) factors have gained significant prominence. Investors, both individual and institutional, are increasingly recognizing the importance of incorporating ESG criteria into their investment decisions. The Certificate in ESG Investing, offered by the CFA Institute, is a notable program designed to equip individuals with the knowledge and skills necessary to excel in this domain.

Who is ESG Investing For?

The Certificate in ESG Investing is tailored to a diverse group of professionals, including: investment analysts, financial advisors, asset managers, risk managers, regulatory and compliance professionals, and corporate professionals.

ESG Exam Eligibility

There are no education requirements to be eligible for the ESG Investing Exam, but prior knowledge of the investment process is recommended.

ESG Exam Format and Study Time

The ESG Investing Exam is available through Pearson Vue Testing Centers. There is one Exam that is 2 hours and 20 minutes long and consists of 100 multiple-choice questions. The exam is available throughout the year. Study time is about 100 hours.

Registration and Fees

The exam registration fee is \$865. It is paid directly to the CFA Institute and is subject to change by the CFA Institute.

Topics Covered on the Exams

- Introduction to ESG Investing
- The ESG Market
- Environmental Factors
- Social Factors
- Governance Factors
- Engagement and Stewardship
- ESG Analysis, Valuation, and Integration
- Integrated Portfolio Construction and Management
- Investment Mandates, Portfolio Analytics, and Client Reporting

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*



Brian Hock, CMA, CIA, CRMA, CSCA, FMAA

President of HOCK international

brian.hock@hockinternational.com

LinkedIn: [/in/brianhock/](https://www.linkedin.com/in/brianhock/)



Srividhya Rajaram

Country Head, India

sri@hockinternational.com

LinkedIn: [/in/srividhyarajaram](https://www.linkedin.com/in/srividhyarajaram)



Ronak Baheti, CMA, MBA, Mcom

Business Relationship Director, India

ronak@hockinternational.com

LinkedIn: [/in/ronak-baheti/](https://www.linkedin.com/in/ronak-baheti/)



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“Great, comprehensive, and easy-to-understand study material.”

Osman D.
CMA Exam Study Materials User

“Smart User platform. Well structured. Effective learning program. And...I passed the CIA Paper 1!”

Danielle M.
CIA Exam Study Materials User

“Explicit and detailed content with clear and to-the-point explanations.”

Guillermo C.
CMA Exam Study Materials User

“Thorough, easy, well-designed materials and study plan in addition to comprehensive explanation.”

Yaman B.
CIA Exam Study Materials User

“This lady is amazing, she explains everything very clearly. Even though I am tired, it is a pleasure to watch the video and study. I was a CPA for 21 years in Europe, and my English is not perfect, but here I understand every single word. Congratulations on this amazing job!”

Carmen V.
EA Exam Study Materials User

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

Raphael W.
CIA Exam Study Materials User

“I am in Love with Hock's CMA course material. It's in very much detail, easy to understand, MCQs are great, and the mock test will definitely prepare the candidate for real-time exam.”

Avijit M.
CMA Exam Study Materials User

“The study material and videos are of the best quality. Hock International showcases the highest level of professional ethics and value add.. thank you, Sir Brian”

Sunil P.
CIA Exam Study Materials User

“Answer explanations truly help you understand each option.”

Susan K.
CMA Exam Study Materials User

“Extremely helpful question banks! The good thing is that it gives an explanation for incorrect answers and why it is incorrect. That enables a greater understanding of the subject.”

Amit G.
CMA Exam Study Materials User