Benefits Planning and Realisation

Duration: 3 Days        Course Code: BBPR

Overview:

This course explains the lifecycle and techniques used to develop and manage a business case, and plan and realise the delivery of predicted business benefits. The course includes a standard benefits management framework and enables delegates to gain experience of applying relevant techniques to a practical case study scenario.

The course covers a framework and techniques for managing and realising business benefits. It also considers the development of the financial case for business change.

Objectives:

- The context for benefits management
- Building the business case
- The lifecycle for benefits management
- Stakeholders and the change process
- The benefits dependency network
- Implementing benefits management

Testing and Certification

The course prepares participants to sit the examination leading to the BCS Professional Certification in Benefits Planning and Realisation.
Content:

The context for benefits management (10%)
- Change owners
- Internal rate of return
- Risk assessment
- Completing the business case

Issues with the relationship of IS/IT delivery to benefits
- How: the benefits dependency network
- Business changes
- Enabling changes
- Stakeholder and change management (10%)
- Assessing the feasibility of achieving the benefits
- Stakeholder analysis and management techniques

Characteristics of a benefits management approach
- IS/IT enablers
- Power and influence
- Benefits and change

Value and the value proposition
- Value chains and value networks:
  - External value chain analysis
  - Internal value chain analysis
  - Alternative value chain configurations
- Completing the business case (15%)
  - The rationale of the business case
  - A structure for analysing and describing benefits
  - Observable benefits
  - Measurable benefits
  - Quantifiable benefits
  - Financial benefits
  - Financial benefits
  - Quantifying the benefits; overcoming the measurable to quantifiable barrier
  - Financial benefits
  - Cost reductions
  - Revenue increases
  - Investment appraisal
  - Payback
  - Discounted cash flow/Net present value
- Implementing a benefits management approach (10%)
  - Rationale for introducing benefits management
  - Initiating and managing a benefits-driven project
  - Roles within benefits management
  - The project sponsor
  - The business project manager
  - The project management office
- The benefits plan and the project plan
- Reviewing and evaluating results/benefits review meeting
- Establishing potential for further benefits
- Monitoring the benefits after implementation
- disaggregating benefits
- embedding the benefits
- A maturity model for organisational benefits

The benefits management lifecycle (25%)
- Identifying and structuring benefits
- Planning benefits realisation
- Executing the benefits plan
- Reviewing and evaluating the results
- Establishing the potential for further benefits
- Building the business case (15%)
  - The rationale of the business case
  - A structure for analysing and describing benefits
  - Observable benefits
  - Measurable benefits
  - Quantifiable benefits
  - Financial benefits
  - Quantifying the benefits; overcoming the measurable to quantifiable barrier
  - Financial benefits
  - Cost reductions
  - Revenue increases
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The future of benefits management (5%)

Identifying drivers, benefits and establishing a benefits dependency network (25%)
- Why: Identifying business and organisational drivers
- Establishing investment objectives
- Linking business benefits to drivers
- What: the business benefits
- Benefit owners
Benefits management and strategy
Future trends in IS/IT and the implications for benefits management

Further Information:
For More information, or to book your course, please call us on Head Office +44 (0) 118 912 1819
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