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

Characteristics of a benefits management approach
- IS/IT enablers

Value and the value proposition
- External value chain analysis

Value chains and value networks:
- Internal value chain analysis

- Alternative value chain configurations

The benefits management lifecycle (25%)
- The rationale for benefits management
- An overview of the benefits management process

- Identifying and structuring benefits
- Planning benefits realisation

- Executing the benefits plan
- Reviewing and evaluating the results
- Establishing the potential for further benefits

Identifying drivers, benefits and establishing a benefits dependency network (25%)
- Benefit owners
- Observable benefits
- Measurable benefits
- Quantifiable benefits

- Financial benefits
- Quantifying the benefits: overcoming the measurable to quantifiable barrier
- Financial benefits
- Cost reductions
- Revenue increases
- Investment appraisal
- Payback
- Disaggregated cash flow/Net present value

- Discounted cash flow/Net present value

The rationale of the business case
- A structure for analysing and describing benefits

The future of benefits management (5%)
- Benefits management workshops
- 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
- Roles within benefits management
- The project sponsor
- The business project manager
- The project management office
- The benefits plan and the project plan
- Benefits management workshops
- 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

Stakeholder and change management (10%)
- Assessing the feasibility of achieving the benefits
- Stakeholder analysis and management techniques

- Power and influence
- Benefits and change

Completing the business case (15%)
- 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
- Benefits management workshops
- 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
Further Information:

For More information, or to book your course, please call us on 353-1-814 8200
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