

NEW COURSE!

“...new course for the
new breed of Project Manager...”

Business Benefits Realisation

Presented by
Craig Wilkins

There is an accepted norm in the PM industry that the explicit role of a project manager is to deliver the project to ensure the scope, time and cost components are satisfied. That is entirely true, if you are happy to be that “normal” PM.

However there is a new breed of PM in the making, the one that is acutely aware of the business aspect of projects and truly understands the reasoning behind their organisation’s investment strategy. This PM provides true value.

This powerful new workshop shows you how to become that PM.

WELLINGTON
30 April - 1 May 2012

AUCKLAND
2 - 3 May 2012

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Business Benefits Realisation

The deployment of a new business solution is only the beginning. The whole point of a project is to generate value for years to come. Strange, then, that so many project leadership teams lose interest in the results shortly after live date. Neither do line management see it as their job to preserve the enthusiasm and focus of the project. In the majority of cases, no one even bothers to confirm that benefits have actually been delivered. The project manager should have actively tracked and managed the expected benefits throughout the project.

The Business Benefits Realisation workshop is a 2-day workshop that provides participants with key knowledge, tools and techniques for identifying the benefits of potential initiatives so that they can be effectively sold up to executive decision makers. These benefits can then be mapped, measured and realised once the initiative has been completed.

The workshop covers the total benefits life cycle and the essential processes required to successfully manage the benefits from inception to harvesting. Included is a BBR template, case studies and interactive exercises to ensure that participants learn the practical application of the tools which are required to ensure the business benefits are measured.

“ Supercharge your career and become educated in the **business** of project management. ”

Who Should Attend

- Project Managers
- Programme Managers
- Programme Directors
- Business Managers involved in approving/prioritising business change investments

Learning Method

The workshop is instructor led with limited class size. A pragmatic and comprehensive template is used as the core focus during the delivery of this workshop. Delegates participate in numerous practical activities and exercises to ensure a sound understanding and application of the core concepts and terminologies. At the completion of this workshop, the delegates will have a completed BBR template to take away and use in their work environment. The facilitator and the delegates take joint responsibility for learning.

Special Features

This workshop can be facilitated using your own potential business opportunity as a case study, therefore utilising best practice business case practices, tools and techniques to initiate your business venture.

An information gathering technique (Nominal Group Technique - NGT) is used at the conclusion of each day's training to compile a prioritised list of the business case concepts, tools and techniques learned during the day. This list is identified by the delegates and represents their thoughts on what they can take back to the workplace and implement into their daily work practices. This has proven to be very useful input into organisations' business capability development programs.

In-house Training

This workshop is available for private corporate presentation, either on your own premises or "off-site". Please contact us for an obligation-free quotation and to discuss your requirements (contact details back page).



Business Benefits Realisation

Course Contents

BENEFITS LIFE CYCLE

Introducing the total life cycle of the benefits – The benefits have a distinct life cycle, from their inception prior to the business case to their harvesting, which takes place long after the post implementation review.

DELIVERABLES VERSUS BENEFITS

- Stakeholder identification – Ensuring you have the correct audience and contributors to complete the plan.
- Expected business outcomes – Identifying what the business expects to see as a result of the initiative.
- Business requirements sources – Discuss the multiple sources of business requirements that need to be met.
- Requirements elaboration – The process to extrapolate information from the stakeholders in order to expand on the requirements.
- Extracting the benefits from the requirements – A forced approach to thinking about the potential benefits obtainable from each requirement.
- Requirements traceability – A useful tool to link each potential benefit to a specific stakeholder via their expected requirement.

OWNERSHIP OF THE PROPOSED BENEFITS

- Change owner – Identifying a single person who will be ultimately accountable for owning the benefits process and ensuring they are tracked and measured.
- Benefit owners – Identifying a single person who will be responsible for identifying and measuring each of the benefits, as well as their proposed timeline.

CURRENT SCENARIO

Identify and documenting the current business environment – Prior to enacting a change to the organisation, the existing business conditions must be analysed and documented.

TARGET SCENARIO

Identify, visualise and document the potential business environment – Prior to enacting a change to the organisation, the proposed business conditions must be analysed and documented.

BENEFITS METRICS

Applying metrics to the benefits – The benefit owners must allocate metrics and perceived success criteria in order to be able to track and measure the benefits.

BENEFITS TIMELINE

Estimated benefits schedule – The benefit owners are engaged to identify when they expect the proposed benefits to occur, thus allowing for the creation of a benefits schedule.

BENEFITS VALUE TO THE BUSINESS

- Value gap analysis – By identifying the gap between the current scenario and the target scenario it is possible to calculate the total expected value to the organisation once the benefits have been realised.
- Tangible benefits – The obvious tangible benefits must be allocated metrics and perceived success criteria in order to be able to track and measure them.
- Intangible benefits – The intangible benefits must be put through a process to attempt to quantify them, thus allowing metrics to be placed against them.

BENEFITS HARVESTING PLAN

Develop a benefits harvesting project plan – This plan lays out the course to be followed for the life span of the benefits to ensure they are tracked, measured and assessed.

BENEFITS HARVESTING ASSURANCES

- Benefits reporting – Providing a governance process to ensure the status of the benefits plan is reported on at a senior level.
- Implementation KPIs – Ensure KPIs are set for the benefit owner to ensure the motivation is maintained to track and report the benefits harvesting plan.
- Benefit implementation review – As with all initiatives, at the end of the benefits life cycle, a post benefits harvesting review must be conducted to ascertain the integrity of the original proposed benefits in the business case.

Course Presenter

Craig Wilkins MPM, PMP, Dip Eng

Craig Wilkins has more than 20 years experience in the Information Technology and Telecommunications industry, of which the last 15 years have been in the application of Programme and Project Management. His experience covers just about all aspects of project management, having worked for a variety of international organisations in the UK, Africa, Australia, New Zealand, East & Western Europe and various countries in SE Asia. Craig has developed and managed Project Offices and has developed and implemented various PM methodologies tailored to suit specific industries. He has a particular focus in the areas of organisational assessments, skills mentoring, strategic planning, and the effective management of all levels of stakeholder communications from CIO to technical level.

In addition to his practical work, Craig has an outstanding reputation as a trainer across a broad range of PM subjects and has been delivering training programs to large global corporate organisations for the past 10 years.

In 1999, Craig founded and currently manages a company providing Programme and Project Management and consulting and training to local and multinational clients.

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Project Management Education Program

PRINCE2® FOUNDATION/PRACTITIONER (5 days)

PRINCE2 is the world's leading project management method. This course provides best coverage of both theory and practical. Comprises 3-day Foundation followed by 2-day Practitioner modules. Can be taken together or separately. Ideal program for current or aspiring project management professionals who need to fully master this leading PM method and at the same time obtain a globally-recognised certification.

MSP® MANAGING SUCCESSFUL PROGRAMMES (5 days)

Projects and programmes are very different and need a quite different management approach. Developed by the OGC, MSP is the internationally-recognised best-practice method to ensure that programmes of business change achieve outcomes and realise benefits of strategic importance to the business. Available at both Foundation (3 days) and Practitioner (5 days) levels according to your needs. Designed for Program Managers, Program Directors, Project Directors, Program Support staff, Senior Managers, Business Change Managers, PMO staff, anyone who requires a comprehensive understanding of this leading programme management methodology.

Directing a Project with PRINCE2 (1 day)

A distinguishing feature of PRINCE2, and one of its main benefits, is that it clarifies the distinction between governing or directing a project (Project Board) and managing the project on a day-to-day basis (Project Manager). The role of the Project Board is therefore critical to project success. This one-day course is designed for members of the Project Board who need to clearly understand their roles and responsibilities when directing a project under PRINCE2. Available as an in-house programme.

Business Benefits Realisation® (2 days)


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1.	 Register Online www.alctraining.co.nz
2.	 Send your details by email learn@alctraining.co.nz
3.	 Fax the Enrolment Form below to: Fax: 09 353 1834
4.	 Any queries please call Customer Service Tel: 09 359 7404 or 0800 540 161
5.	 Post the completed Enrolment Form to: ALC Training NZ Limited Level 31 Vero Centre 43 Shortland Street, Auckland 1040

COURSE DETAILS				
FEES: (per delegate)	NZ\$	Single	2 or 3	4 or more
All fees are GST exclusive			10% disc.	25% disc.
Business Benefits Realisation (2 days)		1650	1485	1237
		+GST	+GST	+GST
VENUE: The course will be held at a high quality centrally-located hotel. Full details will be on your confirmation letter and can also be found on our web site.				
COURSE INFORMATION: The course is held from 9.00am to 5.00pm and registration is from 8.30am. Fees include lunch, refreshments and all course materials.				
TERMS and GUARANTEE: To ensure your admission to the course, fees are payable in advance. To guarantee your satisfaction we offer a money-back or full credit policy. Details will be on your confirmation letter and our website. Cancellations with full refund will be accepted up to 10 working days before the course. After that time no refunds can be given, but substitutions may be sent at any time.				

ENROLMENT FORM - Business Benefits Realisation

 ALC Training NZ Limited is a leading provider of quality IT training for business and government in the Asia-Pacific region. ALC courses are held in Australia, Hong Kong, Malaysia, New Zealand and Singapore. ALC specialises in the three leading best-practice frameworks: ITIL for IT Service Management, PRINCE2 for Project Management and SABS for Security Management. ALC has no affiliations with vendors of software or hardware and provides completely independent unbiased education.

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