

# Business Analysis. From ACTUAL to TARGET – the way to get there.

*"He who stops being better stops being good."*

(Oliver Cromwell)

...so, we better start taking a look at your project!

## COURSE CONTENT AT A GLANCE:

### Business Analysis Basics

- Introduction and definition
- Roles and responsibilities
- Requirement life cycle and core processes

### From the Vision to requirements

- The Vision, SMART objectives, and success criteria
- Scope & requirements, Output / Outcome / Benefits
- Benefits management and realization

### Business Analysis processes

- Problem definition and how to elicit Requirements
- How to design the Solution and prepare Project Execution
- Technique for the „As-Is“ and „To-Be“ analysis

### Validation of the Requirements

- Requirement traceability and change management
- Requirement validation tools and techniques
- Main structure of RfIs and RfPs

### Agile versus traditional Business Analysis

- Main principles, differences, and similarities
- Work Breakdown Structure versus Product Backlog
- The concept of Progressive Elaboration

## ADDITIONAL TRAINING COURSES

- ✦ [Business Analysis Advanced. For projects in a complex world.](#)
- ✦ [All other training courses](#)

## YOUR BENEFITS

How can you know what might be possible if you don't know all the possibilities? To explore these possibilities, we'll take a look at your project together - and get to know it better.

Business Analysis – Highlights:

- **From the status quo to achieving your goals:** Only when you know your project precisely is when you can know how to make it successful.
- **Methods, Tools and Techniques:** You will be surprised by how many tools are available to you.

## TARGET GROUPS

- Business Analysts and Solution Architects
- Product Owners and Project Leads
- Anyone who's faced with requirements during projects

## HOW, WHERE & WHEN

- Duration: Two days
- On site or remote (via video conference)
- All documents are provided digitally
- Language: German or English
- Dates: On request

## YOUR TRAINER: RAINER VOLK



After more than 30 years in close collaboration with my clients I can say one thing is for sure: It's still fun! How else could I successfully execute over 100 training courses throughout all industries and company sizes?

- Learned the trade from the bottom up (Programmer, Project Manager and Team Lead)
- Training, Consulting, Coaching and external project support – all services from a single source