

Business Analysis Advanced. For projects in a complex world.

*"It always seems impossible until
it's done."*

(Nelson Mandela)

...so, let's do it best together!

COURSE CONTENT AT A GLANCE:

Managing the business benefit

- Benefits definition and methods to maximise the benefits
- Criteria of success and customer satisfaction
- How to distinguish Output, Outcome and Benefit

The Business Case

- Convert the qualitative benefits to quantified figures
- Initial effort and cost estimation
- Structure and content of good business cases

Assessment of Alternatives

- Exploration of Alternatives and advanced SWOT analysis
- Narrow the alternatives for the solution
- Alternatives validation with PoCs, prototypes and MVPs

Solution modelling

- As-Is versus To-Be modelling and Gap analysis
- Value stream mapping and story mapping
- UML Activity and Use Case Diagrams

Professional Requirements Documentation

- SoR and SoW (Statement of Requirements and Work)
- Business analysis work breakdown structure
- The Product Backlog
- Procurement documents (RfI, RfP, compliance matrix)

ADDITIONAL TRAINING COURSES

- 🔗 [Business Analysis. From ACTUAL to TARGET – the way to get there.](#)
- 🔗 [All other training courses](#)

YOUR BENEFITS

"Impossible" - this is a characteristic that is initially assigned to many a large project. In a VUCA world (Volatile, Uncertain, Complex, Ambiguity), it's important even for the most experienced business analysts to be familiar with helpful methods. Or to get to know them!

Business Analysis – Highlights:

- **Interactivity:** Practice makes perfect, but where do you practice Business Analysis? The simple answer: In this course!
- **"Dry run" in a safe environment:** Use state-of-the-art Business Analysis Methods, standards, and frameworks under the supervision of an experienced trainer.

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