



## **Business Benefits Realisation Workshop Description - (2BBR\_v1.0)**

The Business Benefits Realisation workshop is a 2-day workshop that provides participants with theoretical knowledge and practical application in regards to identifying the benefits for a potential initiative that can be sold up to the executive decision makers. These benefits can then be mapped, measured and realised once the initiative has been completed.

### **Workshop Structure**

This workshop utilises a pragmatic and comprehensive template as the core focus during the delivery and consists of a balanced mix of theory and practical application of the core processes and competencies required to successfully understand the complete benefits life cycle and successfully manage the benefits from inception to harvesting.

### **Who should attend?**

This workshop is suitable for managers who are accountable for ensuring programs and projects reap the proposed benefits to the organisation. It will build on the delegates existing business knowledge and will provide a path to improve their competence in the workplace.

It is also suitable for project managers who are responsible for delivering the projects that will provide the expected benefits to the organisation.

The workshop has a distinct business focus and overlaps really well with the Program Management workshop and the Making the Business Case workshop.

### **Learning Outcomes**

The objective of this workshop is for each participant to be able to:

- Understand the business benefits life cycle,
- Have a clear understanding of the difference between business benefits and project deliverables,
- Identify the roles and responsibilities in the benefits life cycle,
- Identify and appoint ownership to the business benefits,
- Ensure current business operations are well identified and documented,
- Ensure the proposed business operations are well identified and documented,
- Understand the importance of developing sound benefits metrics,
- Develop sound benefits metrics,
- Translate the proposed benefits into a tangible value for the organisation,
- Develop a mini project to track and measure the harvesting of the benefits post project delivery.

### **Special Features**

When you attend this workshop you will receive:

- A comprehensive workshop workbook including all tools and templates used during the workshop,
- A certificate of completion.

Workgroup Management Pty. Ltd.  
ABN 13086267281  
101 Bambil Road, Berowra  
NSW 2081, Australia  
Tel 02 8005 0419  
[info@workgroup-aus.com](mailto:info@workgroup-aus.com)

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.

### **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 Business Benefits Realisation template to take away and use in their work environment. The facilitator and the delegates take joint responsibility for learning.

### **In-House Training**

This workshop is available for private corporate presentation, either on your own premises or "off-site". Please contact Workgroup Management for a quotation and to discuss your requirements.

Telephone +61 2 8005 0419 or email [info@workgroup-aus.com](mailto:info@workgroup-aus.com)