



BETTER BUSINESS CASES™ PRACTITIONER COURSE

Introduction

Better Business Cases™ is a systematic and objective approach to all stages of the business case development process that sits alongside, and complements, HM Treasury's Green Book. The course and examination are based on The Five Case Model, the UK government's best practice approach to planning spending proposals and enabling effective business decisions.

This is the 3 day approach to gaining the Practitioner qualification. It is an intense course that will require delegates to prepare thoroughly and be prepared for evening work throughout the course. The course includes the Practitioner examinations.

Target Audience

This course is ideal for those responsible for developing and producing spending proposals or their assessment and approval, for example:

- Accounting Officers – responsible for delivering public value
- Senior Responsible Owners (SROs), Programme Directors and Project Managers responsible for successful delivery
- Directors of Finance, procurement and planning
- Members of approvals and management boards

Course Benefits

- An improved understanding of the Better Business Case process, relevant to both those responsible for producing business cases and those who approve them
- Understanding of an established and proven methodology which can be applied at both strategic (macro) and tactical (micro) levels
- Core business competency for any manager or director
- Practitioner examination qualification

Duration: 3 days

Pre-Requisites: Previous experience of a project/programme management environment completion of Better Business Cases Foundation Course.



About Aspire Europe

The case for using Aspire Europe is compelling; we are an Accredited Training organisation by [APM](#), C4CM and The APM Group and an AXELOS Limited accredited consulting partner. Our trainers include mainly practicing consultants in Portfolio, Programme and Project Management and Risk Management who have achieved Registered Consultant status.

We constantly strive to offer refreshing courses, material and examples to the market and provide interesting and stimulating events.

Prior to the event there will be preparation work to consolidate the work undertaken on the Foundation course. The amount of work that individuals will need to put in will depend on the time elapsed since they attended and passed at Foundation level.

Public Event: Price on application
In-House Event: Price on application

For more details please contact us

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Course Outline

Module	Content
Overview of Better Business Cases	Understand the context of the Better Business Cases qualification scheme
Making the Case for Change	Understand the actions required in Step 2 of the Business Case development process <ul style="list-style-type: none"> Action 2 – Agree the strategic context Action 3 – Determine spending objectives, existing arrangements and business needs Action 4 – Determine potential business scope and key service requirements Action 5 – Determine benefits, risks, constraints and dependencies Workshop Stage 1 – Case for Change
Exploring the Preferred Way Forward	Understand the actions required in Step 3 of the Business Case development process <ul style="list-style-type: none"> Action 6 – Agree critical success factors Action 7 – Determine long list options and SWOT analysis Action 8 - Recommend a preferred way forward Workshop Stage 2 – Identify and assess options
Determining Potential Value for Money	Understand the actions required in Step 4 of the Business Case development process <ul style="list-style-type: none"> Action 9 – Revisit the short list Action 10 – Prepare the economic appraisal for shortlisted options Action 11 – Undertake benefits appraisal Action 12 – Undertake risk appraisal Action 13 – Select preferred option and undertake sensitivity analysis Workshop Stage 3 – Assess the short list options
Preparing for the Potential Deal	Understand the actions required in Step 5 of the Business Case development process <ul style="list-style-type: none"> Action 14 – Determine the procurement strategy Action 15 – Determine service streams and required outputs Action 16 – Outline potential risk apportionment Action 17 – Outline potential payment mechanisms Action 18 – Ascertain contractual issues and accountancy treatment Workshop Stage 4 – Developing the deals
Ascertaining Affordability and Funding Requirement	Understand the actions required in Step 6 of the Business Case development process <ul style="list-style-type: none"> Action 19 – Prepare financial model and the financial appraisals
Planning for Successful Delivery	Understand the actions required in Step 7 of the Business Case development process <ul style="list-style-type: none"> Action 20 – Plan programme/project management Action 21 – Plan change and contract management Action 22 – Plan benefits realization Action 23 – Plan risk management Action 24 – Plan programme/project assurance and post project evaluation Workshop Stage 5 – Successful delivery arrangements
Procuring the Value for Money Solution	Understand the actions required in Step 8 of the Business Case development process <ul style="list-style-type: none"> Action 25 – Revisit the case for change Action 26 – Revisit the OBC options Action 27 – Detail procurement process and evaluation of best and final offers



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Contracting for the Deal	Understand the actions required in Step 9 of the Business Case development process <ul style="list-style-type: none">• Action 28 – Set out the negotiated deal and contractual arrangements• Action 29 – Set out the financial implications of the deal
Ensuring Successful Delivery	Understand the actions required in Step 10 of the Business Case development process <ul style="list-style-type: none">• Action 30 – Finalize project management arrangements and plans• Action 31 – Finalize change management arrangements and plans• Action 32 – Finalize benefits realization arrangements and plans• Action 33 – Finalize risk management arrangements and plans• Action 34 – Finalize contract management arrangements and plans• Action 35 – Finalize post project evaluation arrangements and plans
PRACTITIONER EXAMINATION	Throughout the course, interwoven within the delivery of the theory and the practical examples of good practice, there is ongoing support and preparation for the Practitioner examination. We provide sample papers and worked exercises using a scenario/case study to help create situations which develop the delegates understanding and recall of the material.