

# HP Education Services Course Description

## Building Business Cases (HF896)



Building Business Cases will equip participants with techniques for developing a defensible business case, useful in gaining approval for projects. Learn to specify project benefits and complete a clear cost-benefit analysis, thereby justifying the value of a project to the company.

### Audience

- This course is intended for business analysts and related professionals such as Project Managers, QA Managers, Project Customers, Technical Leads, Systems Engineers or anyone with a substantive role in the success of projects
- By successfully completing this course, the participant earns 21 educational contact hours or PDUs which may be applied to meet PMI® requirements for initial or continuing certification requirements

### Prerequisites

- A comprehensive introductory business analysis course such as Principles of Business Analysis (HE551S)

### Course Objective

Learn how to:

- Create a comprehensive and well-structured business case document
- Specify and estimate project benefits
- Conduct a risk assessment for a project
- Forecast and measure the financial impact of a project
- Complete a clear cost-benefit analysis

## Benefits to You

- Improve your skills in gaining approvals for projects
- Demonstrate how your project adds value to the company
- Use a rigorously stated business case document to drive alignment with all stakeholders

## Why education services from HP?

- **One-Stop Shopping**  
Project management training from industry recognized experts who bring you PMO Services, Technical IT Training and ITSM/ITIL Training. Worldwide leader in numbers of PMP® certificants
- **Global Training Locations**  
State-of-the-art classroom and distance learning facilities at over 80 training locations from Seattle to Singapore that are consistent world-wide. Or setup and deliver training at your location. Localization for all major languages
- **Modular Offerings / Blended Learning**  
Need work-sensitive preparation for the PMP® exam, or just review a specific topic? End-to-end delivery choices - traditional ILT, webinars, self paced WBT, Books or a solution customized to meet specific needs - all available globally
- **Engaging, Effective Courseware**  
World-class reference materials - real case studies, example projects, individual and group exercises, fun and engaging simulations
- **Expertise**  
Highest quality, most experienced instructors who have real world hands-on project experience. Feel safe with HP's award-winning world class service

**Course Title:** Building Business Cases

**HP Product Number:** HF896

**Category/Subcategory:** Business Analysis / Basic Business Analysis

**Course Length:** 2 days

**Level:** Intermediate level of proficiency

**Delivery Language:** Varies by country

**To Order:** You can order this course online at <http://www.hp.com/learn>. At the site, select a country, then choose "registration" or "Book a course" and fill out the online registration form

**Next Steps:** Advanced Business Analysis topics such as Business Analyst Leadership (HE553S)

## Detailed Course Outline

### Day 1: Project Genesis

- Framework and Direction
- Project Variables
- Planning Horizons
- Organizational Analysis
- Scope Definition
- Project Objectives
- Strategy Development
- Risk Assessment
- Prioritization
- Project Estimating
- Documenting the Business Case

### Day 2: Cost/Benefit Analysis

- Definition and Purpose
- Project Life-Cycle and Analysis Timing
- Project & Operational Costs
- Tangible and Intangible Costs
- Forecasting Benefits
- Presentation Techniques
- ROI & Breakeven Analysis
- Net Present Value (NPV)
- Internal Rate of Return (IRR)

**This two-day course of intensive study requires full attendance; no absences are permitted. The course includes several group exercises, individual exercises, and facilitated discussions. It is expected that the attendees will participate fully in all the learning activities.**

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