

ACHIEVING BUSINESS OBJECTIVES

All projects aim to realise benefits with respect to the business objectives. These might be a predefined advantage for the user, greater profitability resulting from additional sales of new products, growth due to contracts with healthy margins, compliance with government regulations, or lower costs due to more effective internal processes.

Module participants acquire knowledge about establishing the business case, calculating profitability, updating the business case in the planning and execution phase, and using the project outcome to generate the expected benefits after project completion. .

Target group

This module is aimed at project managers, project team members and functional managers who work with projects.

Objectives

After completing the module, the participant should:

- Have learned about the main methods and techniques for establishing and following up on business objectives in different phases of the project
- Have gained an insight into how the project manager and project owner can influence and control the realisation of planned benefits



Contents

The module covers the following areas:

- From projects to benefits
- The project as an investment
- The business case
- Key concepts
- Cash flow
- Pay-back time
- Return on investment
- The net present value technique
- Calculating the internal rate of return
- Sensitivity analysis
- Profitability and risk
- Meeting the business objectives

The module is part of Metier Academy's portfolio of courses in Project Management with a focus on "From projects to benefits". It can be accomplished as a stand-alone unit or as part of a complete training programme in project management.

Metier's course modules support the international standards for project management, such as PMI's "A Guide to the Project Management Body of Knowledge" or "PMBOK Guide" and PRINCE2. The "Achieving Business Objectives" module earns participants 16 PDUs (Professional Development Units) in PMI's Continuing Certification Requirement Program.

Accomplishment

The module can be completed as an e-learning course, or as e-learning and one day classroom training.

Scope

The course comprises 15 lessons, which are accessible for 6–8 weeks with support from a net mentor. It takes about 15-30 hours of work to complete the course. However, this depends on the competence level of the participant.

Feedback from participants

"The course was very educational and useful, and I got a lot out of taking part in it"