

## Demonstrating Benefits

### Course Objective

To allow delegates to demonstrate the realisation of benefits associated with a project or programme.

### Delegate Profile

Individuals in a project or programme environment who are responsible for managing benefits, for example Business Changes Managers and Change Agents.

### Topics Covered

The following topics are introduced:

- The Rationale for Demonstrating Benefits
- Benefits Reviews
- Programme Management Overview
- Benefits Management Overview
- A Benefits Management Framework
- Outcome Modelling
- Benefits Modelling
- Stakeholder Analysis
- Classifying Benefits
- Analysing Benefits
  - By Source
  - By Type
- Distributing Benefits
- Reconciling Benefits and Outcomes
- Benefits Profiles – detailed planning for benefits realisation
- Rationalising Benefits – the Benefits Realisation Plan
- Constraints and Responsibilities – the Benefits Management Strategy

### Course Format

Organisations are increasingly being asked to demonstrate the benefits associated with initiatives. Projects and programmes that have been managing benefits informally are being asked reactively to show how benefits have been managed. This course allows delegates who have or are about to deliver capability from projects or programmes to retrospectively identify and document how benefits have been managed and so to move from informal to structured benefits management.

The Demonstrating Benefits course is highly interactive and is based on a comprehensive case study. The course can also be run as a Benefits Workshop.

## Trainer Profile

All AFA trainers have undergone the rigorous approvals process administered by the APM Group on behalf of the Office of Government Commerce (OGC). They are practising programme and project managers with considerable experience in a wide range of industry sectors. The use of hybrid trainer-managers is of great benefit to delegates and ensures that illustration and anecdotes have up-to-date validity and that the training given, whilst being intellectually rigorous is also pragmatic.

## Duration

This course can be delivered over one or two days.

## Course Arrangements and Cost

AFA primarily deliver this course in-house; please contact us for up-to-date pricing.

Included in the cost of the course are:

- Daytime refreshments
- One night dinner, bed and breakfast
- Case study
- Sample documents
- Printed course material
- OGC Publication 'Managing Successful Programmes Pocketbook'

We would be pleased to provide a quote, based on location and delegate numbers, for delivering this event on an in-house basis. A suitably equipped training venue is usually provided by the client but can be sourced at cost by AFA.

## Why AFA?

Unlike other training organisations, which deliver a wide range of training events covering many unrelated topics, AFA's core business is based on the Best Practice methodologies. AFA trainers and consultants have served on the editing teams and review panels for all recent updates of the guidance manuals; several AFA consultants also act as examiners and assessors for one or more of the methodologies; AFA's managing director was commissioned by OGC to write 'Tailoring PRINCE2™'.

For ten years AFA has specialised in providing consultancy and training services predicated on the three Best Practice methods – MSP programme management, PRINCE2 project management and M\_o\_R® risk management. Our ethos is to work with client organisations, retaining existing robust processes and further developing them in line with Best Practice guidance. Training events are also tailored to suit the current level of understanding within an organisation; a pathway of progression can be offered to allow understanding and skills to improve and grow. AFA has two main advantages over large consultancy and training organisations:

- We tailor our services to suit the client rather than relying on a set of 'products'
- We focus on the Best Practice methods rather than dabbling in many methodologies or offering a wide and disjointed range of training topics

AFA consultants are very pleased to undertake review and development activities when the Best Practice methods are updated. This allows us to feed real-life experience back into the guidance and to remain at the forefront of Best Practice thinking. We have been involved with revision of all three methods and are currently working with TSO to develop a Common Glossary.

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