

Benefits Realization Management

Delivering Change and Projects Successfully

This advanced 2-day workshop brings together two management concepts that have developed in rather separate domains – **Organizational Change Management** and **Project, Program & Portfolio Management (P3M)**. By exploring practical ideas, you will acquire tools-&-techniques to align Projects & Programs with your organizational strategy and successfully transition results into operations that actually realize benefits.

16
PDUs



Presented by Roger Wild PMP



Seminar Focus:

Learn concepts of Benefits-led change & "Starting with the end in mind" methodology

Understand responsibilities for Benefits Realization throughout the "Change Life Cycle Framework"

Adopt techniques for valuing Project Investments

Demonstrate how to provide an end-to-end context for Change to be established and maintained

Integrate Benefits Realization into Project delivery

Provide tools, techniques, tips & templates for measuring and delivering real Benefits

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OVERVIEW

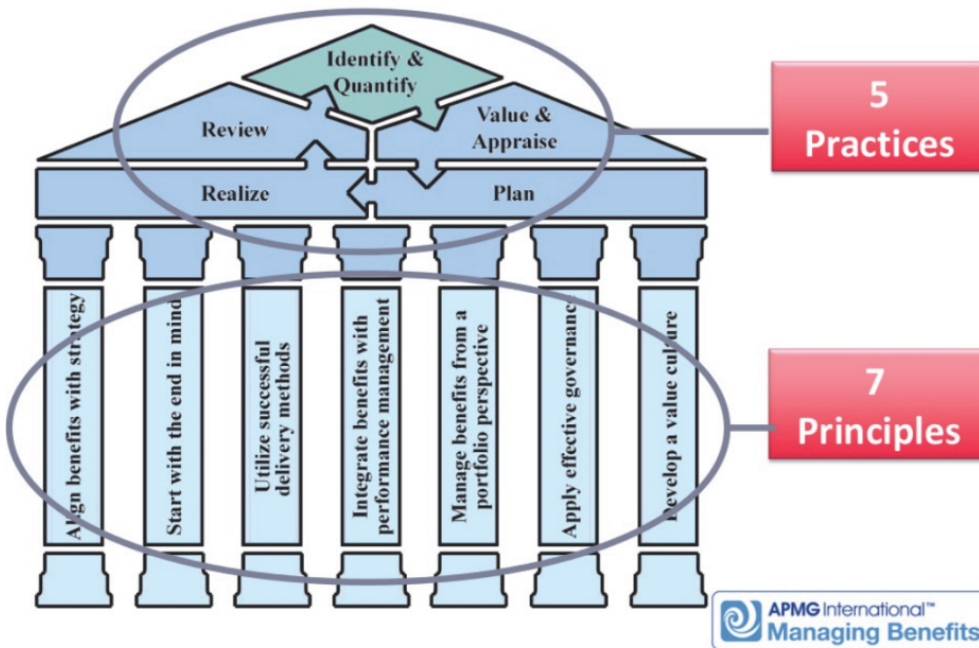
The proliferation of standards for Project, Program and Portfolio Management has grown considerably in the certification programs to confirm you understand them. Yet we still read of "Project Failures" and poor results from our "Change Programs", so where are we going wrong?

This course explores key aspects of Benefits Realization and discusses what can be done to improve your Project, Program and Portfolio (P3M) delivery.

With a focus on realizing benefits, this course will focus on some common sense approaches that will help you make a successful journey from a "Current state" to the desired "Future state". Whilst there are many published approaches, they do share a fair degree of commonality in terms of a "Change Life Cycle Framework" and good practice for "Benefits Realization Management".

Discover some practical guidance on organizing "Change Programs" to deliver the real benefits your organization deserves from project investments.

We shall illustrate how Benefits Realization is more than just another dimension of P3M. The benefits should be the driver from initiation through to integration, into business as usual (BAU) and beyond. Who is responsible for delivering benefits is another challenge, so we will discuss who needs to take ownership for the investment and confirm that it actually gives the company value.



WHO SHOULD ATTEND

Benefits Realization is relevant to anyone with an interest in ensuring the best use of stakeholders' investments and optimizing the delivery of change initiatives, including:

- Program/Project Managers and Change Leaders seeking to deliver real benefits
- Senior executives responsible for delivering value for money from the organization's investments in change and achieving the organization's strategic objectives
- Program and project sponsors, project board executives and people in project/program/change management roles responsible for delivering change initiatives
- Portfolio managers and PMO's responsible for managing the organization's portfolio of change

"However beautiful the strategy, you should occasionally look at the results"
- Winston Churchill

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SEMINAR AGENDA

P3 Management Concepts

- Evolution of P3M and Change Management
- What is a "Successful Project"?
- Benefits Management concepts and the case for doing it!
- Who's role is it to "Realize Benefits"?

Change & Benefits Management Concepts

- Change Life Cycle Framework – PMI
- Benefits Management Cycle (Five practices) – APMG
- Program Benefits Management (Five domains) – PMI

"Starting with the end in mind"

- Benefits-led change
- Benefits Mapping
- Valuing Benefits
- Quantifying Investments – Benefits & Costs
- Preparing Benefits Documentation
- Business Case guidance from PRINCE2
- Roles & Responsibilities – Who's going to do this?

Benefits Realisation

- Choosing which benefits to measure
- Benefits Register
- Tracking and Reporting
- Benefits Transition
- Benefits Sustainment
- Benefits Reviews

BENEFITS OF ATTENDING



The reason organizations invest in Change Programs, is to realize benefits. Despite this, many reports from professional bodies, audit agencies and academic research show that organizations still struggle to demonstrate return on investments.

Taking this course will help you develop an understanding of the subject and gain an appreciation of what Benefits Realization entails, the case for doing it, and some common misconceptions that can limit its effectiveness in practice. You will have increased confidence in a "Change Life Cycle Framework" that ensures benefits are the focus of project investments.

All delegates will receive the hard-copy book **Managing Change in Organizations: A Practice Guide**, published by PMI

Seminar starts each day at 8:30am and finishes at 4:30pm. Lunch, coffee & refreshments are provided.

All participants will receive a Certificate of Attendance. The course is in line with PMBOK® Guide 7th edition and provides 16 PDUs / Training Hours.

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SEMINAR LEADER



ROGER WILD, PMP has more than 25 years' experience in project and program management, as a practitioner and training facilitator. He is a Project Management Professional (PMP®) certified by the Project Management Institute (PMI®) and a PRINCE2 Practitioner. Roger holds a Masters Certificate in Project Management from Georgetown University.

As Consulting Director of Project Associates (Europe), he provides project & program management consultancy and training to international audiences including: Alstom, AON, Barclays, Cameron, Credit Suisse, ECCO, Ericsson, Hewlett-Packard, HSBC, Proctor & Gamble, TNK-BP, Nestle, Novartis, Orange and Standard Life.

Recent experience includes working with HSBC on their Change & Benefits Realization programs in Mexico and Hong Kong, assignments for Nestle (Europe) Food & Beverage businesses, implementing new processes for major Capital Investments Programs and various assignments for the Abu Dhabi Tourism Development & Investment Company (TDIC) working on their exciting portfolio of five star resorts, golf courses and museums.

He was personally trained by Rita Mulcahy the founder of RMC Project Management Inc. to deliver her accelerated learning courses for PMP Exam Preparation. He has since delivered courses in Moscow, Warsaw, Zagreb, Bucharest and Budapest, and helped a great number of people achieve their PMP Certification.

ABOUT THE ORGANIZER

KTC International is a project management training & consulting firm, specializing in bringing leading international speakers and trainers to Central & Eastern Europe. Our speakers network includes coveted PMI Global Congress speakers, such as Dr. Prasad Kodukula, Karl Muenchow and Dr. Richard Graham, just to name a few.

KTC International has been established in 2003, is headquartered in Budapest, Hungary from where it covers all the countries in CEE, with established partnerships on various business assignments in the Scandinavian region of Europe and Middle East.

For more information visit: www.ktc-international.hu

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