

Benefits Management: Delivering value from investments in business change programmes

Sample Timetable

DAY 1

- Introduction
- Understanding the critical need to define benefits of a programme at the outset
- Introduction to the Benefits Management approach
- Identifying drivers and vision of a programme, including a discussion of the fundamentally different types of programmes
- Breakout: Selecting a programme for analysis; developing the drivers and vision of your selected programme
- Defining and quantifying the benefits
- Breakout: Defining the benefits for your selected programme
- Identifying the processes affected and developing the change projects to realise the benefits
- Breakout: Identifying the processes affected and developing the change projects for your selected programme.

DAY 2

- Breakout: Reflection of yesterday's work and first thoughts on application
- Review of delegates' networks
- Communicating a programme to stakeholders using the network
- Securing stakeholder buy-in
- Breakout: Securing stakeholder buy-in for your selected programme, including brief report back
- Developing a business case for a programme and creating the change portfolio
- Breakout: Taking your own medicine - Developing the benefits of the benefits management approach
- Report back of the major enabler and blockers in securing benefits in your organisation
- Ensuring personal success with benefits management.

NB This timetable is subject to change.

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