MGT-119 - Business Case Preparation & Development

Description

A 2-day Training Program to provide participants with the practical skills and tools required to prepare and present successful business cases. The program reviews various methods of financial analyses used to determine the feasibility of a business case, as well as negotiation techniques useful in helping ensure acceptance of a case.

Objectives

- Prepare a detailed analysis of a business opportunity and assess its strategic fit
- Be able to measure the value creation potential of a business opportunity
- Provide the skills and methods to build a complete business case
- Identify techniques that will allow participants to present with confidence
- Explore methods to help ensure that the business case is approved

Topics

Presenting the framework

- Purpose of a business case
- Objectives of a business case
- Business plan/process cycle
- Involvement of multidisciplinary teams

Developing the case

- Business opportunity
- Solutions
- Financials
- Recommendations

Packaging and presenting the case

- Key elements
- Successful negotiations

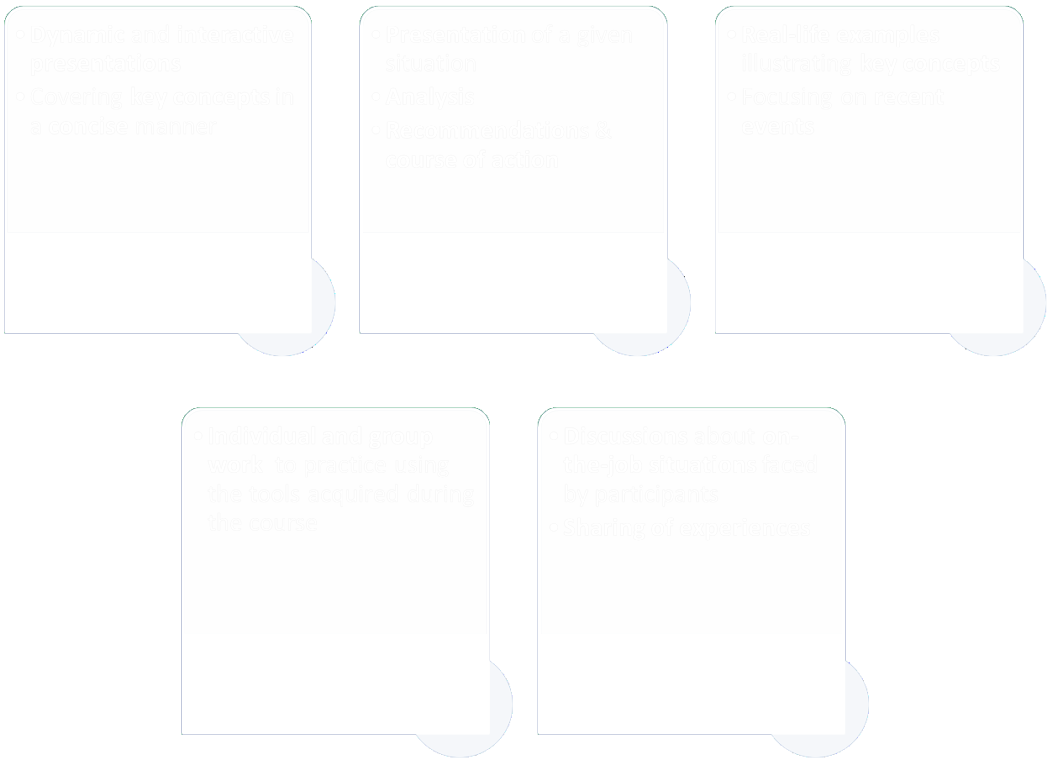
Implementation, execution and monitoring

Target Audience

- Telecommunications managers and personnel aiming to successfully prepare, develop and present their business cases
- Managers and personnel looking to complement their skill-set by gaining a good understanding of the methods and techniques used when preparing and developing a business case

Methodology

A combination of engaging activities and dynamic presentations to stimulate and maximize participants' learning.



Location

A selection of Neotelis' training courses is held in various cities around the world. Please contact us at training@neotelis.com for the complete Yearly Training Calendar.



Neotelis can also deliver in-house sessions of this course specifically for your organization. Please contact us at training@neotelis.com for more information and a Proposal.

About Neotelis

Neotelis provides training, consulting, conferences and publications to the telecommunications industry worldwide. Its team of senior experts has trained thousands of executives and managers working for operators, regulators, policy-makers and governments in over 120 countries around the world.



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