

# Business Case Training

## Course Overview

The aim of this course is to familiarise you with business cases – so you know what they are, and how to build them. The course will help users navigate and prioritise their way through a business case and also help them understand that a good business case involves more than just an excel model

## Benefits

The course is designed to:

- ✓ Give you an overall awareness of business cases
- ✓ Make you confident in building a business case and quantifying the costs and benefits
- ✓ Help you understand the intricacies within a business case model
- ✓ Familiarise yourself with the key tools for developing a business case, including wider communications
- ✓ Relate real-life case studies to your own opportunities

## Our Approach

- This training focuses on the key aspects of understanding and building a business case, and while it covers the theory, there are exercises throughout the day that help keep the group engaged
- We run through a number of tools to help make business case choices, including payback and net present value
- Participants receive templates for developing a business case and use these templates for the case study example
- We also provide 'hints and tips' based on our learnings from projects, including finding powerful ways to present the results
- The course requires basic knowledge of Excel

### What's Covered

What are business cases?  
Value assessment  
Opportunity assessment  
Tips and advice  
Case studies and Exercises  
Applying what you've learned  
Summary of learnings

Example

## Format

Although there is no minimum number required, we would expect 10-15 people to attend this course to allow for group discussions and case study exercises

The course runs from 9:30am – 16:30. Attendees are required to bring their laptops as they will use them for exercises throughout the day

## Cost

Please get in touch to find out about our fee structure and to discuss the support required

## About PatelMiller

PatelMiller is a business consultancy that works closely with its clients to develop their strategies and deliver their full benefit. Our team have gained their skills from working for leading consulting firms as well as the world's best retailers. Our service offering includes, Strategy, Analytics, Lean Operating Models, Programme Management, Digital and Due Diligence

Find out more:  
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