

The 5 Steps to Develop a Solid Business Case

1 CONFIRM THE OPPORTUNITY

Confirm the opportunity
High-level requirements
Strategic logic

Set the business case up for success

2 SELECT THE SHORT-LISTED OPTIONS

Identify options
Analyse long-list
Select short-list

Options that strategically fit

3 EVALUATE THE OPTIONS

Monetise outcomes & benefits
Financial analysis
Investment

Justification for investment

4 DEVELOP THE IMPLEMENTATION STRATEGY

Milestones
Resources
Risk management

How to deliver the long-term benefits

5 DEVELOP THE RECOMMENDATIONS

Business case document
Presentation
Pitch deck

Approval from decision-makers

Make It Happen Building A Successful Business Case

John Ladley



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Making the Compelling Business Case W. Messner, 2013-11-26 Providing the necessary background information and hands on tools to build compelling business cases this book will increase the reader's capability to champion new business development ideas take them to senior management and facilitate the decision process by understanding the key theories and practices of finance and corporate investments

Take Pride: How to Build Organisational Success Through People Sheila Parry, 2018-09-06 In the UK only one in three employees say they love their jobs and as many don't give a damn Sheila Parry strategic communications consultant to some of the world's best known brands aims to change that This book launches her PRIDE model a methodology based around five key motivators Purpose Reputation Integrity Direction and Energy Building pride at work delivers higher performance improves brand reputation and strengthens customer loyalty It also increases innovation quality productivity and profit And those who are more fulfilled at work tend to achieve more and lead happier healthier lives Take Pride distills forty years of experience into a practical business philosophy it is the perfect toolkit for leaders and influencers who have the imagination to think and desire to think differently about work

Making the Software Business Case Donald J. Reifer, 2001-09-05 Just the understanding and insights you will pick up about how people encounter and cope with combinations of technical social political and economic opportunities and challenges make the book a joy to read and worth much more than the price of it alone Barry Boehm from the Foreword This practical handbook shows you how to build an effective business case when you need to justify and persuade management to accept software change or improvement Based on real world scenarios the book covers the most common situations in which business case analyses are required and explains specific techniques that have proved successful in practice Drawing on years of experience in winning the battle of the budget the author shows you how to use commonly accepted engineering economic arguments to make your numbers sing to management The book provides examples of successful business cases along the way tables tools facts figures and metrics guide you through the entire analytic process Writing in a concise and witty style the author makes this valuable guidance accessible to every software engineer manager and IT professional Highlights include How and where business case analyses fit into the software and IT life cycle process Explanations of the most common tools for business case analysis such as present value return on investment break even and cost benefit calculation Tying the business process to the software development life cycle Packaging the business case for management consumption Frameworks and guidelines for justifying IT productivity quality and delivery cycle improvement strategies Case studies for applying appropriate decision situations to software process improvement Strategic guidelines for various business case analyses With this book in hand you will find the facts examples hard data and case studies needed for preparing your own winning business cases in today's complex software environment

Maximizing Project Value Jeff Berman, 2007 The concept of focusing more on the concept of value is the hot topic right now in PMI and other project management organizations and books on the subject have

sold very well Berman has an active speaking schedule and is a prominent expert in the field **Making the Business**

Case Ian Gambles, 2017-03-02 A good business case is so much more than simply the means to justify a decision A well written and well researched business case will secure funding make sure any project stays on the right side of regulation mobilize support for the cause provide the platform for managing the project and the benchmark against which to measure progress Ian Gambles Making the Business Case shows you how to make sense of the task at hand develop a strategy articulate your options define the benefits establish the costs identify the risks and make a compelling case Just as with the best business cases the text is concise jargon free and easy to read illustrated throughout with practical examples drawn from real cases and including reflective exercises at the end of each chapter to help you consolidate what you have learned At only 198 pages long this is a jewel of a book essential reading for the manager tasked with making the business case the senior manager who needs to understand and test it and the project manager who is responsible for delivering whatever is agreed on **A Great Place to Work For All** Michael C. Bush,, Great Place to Work, 2018-03-13 Greatness Redefined for

the 21st Century Today s business climate is defined by speed social technologies and people s expectations of values besides value As a result leaders have to create an outstanding culture for all no matter who they are or what they do for the organization This groundbreaking book from the creators of the gold standard Fortune 100 Best Companies to Work For list shows how it s done Through inspiring stories and compelling research the authors demonstrate that great places to work for all benefit the individuals working there and contribute to a better global society even as they outperform in the stock market and grow revenue three times faster than less inclusive rivals This is a call to lead so that organizations develop every ounce of human potential **The Handbook of High Performance Virtual Teams** Jill Nemiro, Michael M. Beyerlein, Lori Bradley, Susan Beyerlein, 2008-03-11 The Handbook of High Performance Virtual Teams is an essential resource for leaders virtual team members and work group leaders The editors provide a proved framework based on five principles for working collaboratively across boundaries of time space and culture Written by experts in the field the contributors offer practical suggestions and tools for virtual team who need to assess their current level of effectiveness and develop strategies for improvement This important resource also contains an array of illustrative cases as well as practical tools for designing implementing and maintaining effective virtual work **CIO** , 2007-08-01 **Oxford Handbook of Positive Psychology and Work** P. Alex Linley, Susan Harrington, Nicola Garcea, 2010 Part of the Oxford Library of Psychology the Oxford Handbook of

Positive Psychology and Work examines what positive psychology offers to our understanding of key issues in working life today Drawing on the disparate literatures from positive psychology management I O psychology and human resources the volume begins with a consideration of the changing world of work that sets the context for the rest of the book and then moves into a specific consideration of work issues from the perspective of positive psychology Chapters focus on such topics as strengths leadership human resource management employee engagement communications well being and work life

balance The volume will be a core resource for both researchers and practitioners interested in the application of positive psychology to work Making Enterprise Information Management (EIM) Work for Business John Ladley, 2010-07-03

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