

# Strategic Business Analysis: Advanced Skills for Senior BAs



Delivered by Gaurav Kathuria (Founder and Principal Trainer, Business Analysis Upskill)



- **Duration:** 1.5 days • **Price:** \$1,395 + GST • **Mode:** Online Instructor-led

## Course Outline

### Day 1

#### Pre-project

- Writing effective Business cases

#### Stakeholder Management

- Managing difficult stakeholders
- The art of negotiation and conflict resolution

#### Elicitation

- Alternatives to user stories (Problem, Job and Improvement stories)
- Using the Jobs, Pains and Gains framework
- Using the Value Proposition Canvas
- Writing complex NFRs
- Incorporating Human Centred Design and Design Thinking

#### Strategy Analysis

- Strategy Analysis and Future state modelling
- Applying ADKAR change management model

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## Day 2

### Modelling and Analysis

- Using advanced use case concepts
- Advanced analysis techniques:  
Six thinking hats, PESTLE analysis, MOST analysis, CATWOE analysis
- Using Event Analysis technique on real-time systems
- Process optimisation using Lean Methodology

### Estimation and Prioritisation

- Estimation techniques for complex scenarios
- Alternative prioritisation techniques:  
RICE scoring, Kano model, Dollar test, ICE scoring model

### Business Architecture

- Applying Business Architecture principles to Enterprise
- Business Architecture Guild Model
- Using the Business Model Canvas

### Other techniques

- Managing time effectively on critical/time-bound projects
- Developing risk mitigation strategies on large projects