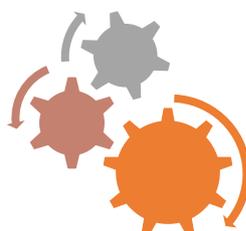


Developing Effective and Convincing Business Cases

Training Course Outline



Testimonials from previous training sessions

“A very interesting, informative day. I learnt a lot and can use this to develop my service”

“Straightforward, practical, useful – thank you!”

“Excellent training, gave me real insight into how to take a business case forward”

“An excellent course, I gained valuable understanding of how to plan and develop an effective and convincing business case. Charming delivery, informative, interesting compelling”

In association with



Course Summary

One of our most popular courses, this one day programme is designed to provide an insight into writing short and concise business cases. For example those which are required for everyday use such as, bidding for more resources, proposing changes in service and offering or looking for support to pursue a research project.

This highly interactive workshop which is based on good business case principles and experience of the workshop leader, is suitable for all service managers and clinicians.

All participants will receive business case pro forma to take away and work on.

Duration

One full day

6 CPD actual training hours

Areas Covered Training Outcomes &

Strategy and its relation to Business Cases

Examining the Business Case within the NHS context

Structure and how to put together a Business Case

How to do an option appraisal

Business Case "Top Tips"

Identify the role of stakeholders and how to work with them effectively

How to use business case principles to help deliver QIPP targets

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Contact: PO Box 2100, Shoreham by Sea, West Sussex, BN43 5UG

Tel: 01273 441676 / 02089221135 Email: info@centrevents.co.uk

Web: www.centrevents.co.uk



Training Course Programme

One day training course runs from 09.30am – 4.30pm and includes training materials

INTRODUCTIONS, OBJECTIVES, EXPECTATIONS

STRATEGY AND BUSINESS CASES

- Identifying the case for change
- Gathering the evidence to support change
- Some useful models & tools
- *Group activity & feedback*

WHAT IS A BUSINESS CASE?

- Why produce one?
- NHS Context
- Sharing local experiences
- Components of a Business Case
- How many options and Information required?
- Useful template
- *Group activity & feedback*

BUSINESS CASE CLINIC

This will be an interactive session and will provide a useful opportunity for delegates to raise and discuss issues relating to developing local Business Cases and / or work through specific areas using the Business Case template discussed earlier.

WORKING WITH KEY STAKEHOLDERS

- Identifying key stakeholders
- Strategies for engaging stakeholders
- *Group activity and feedback*

SUMMARY & CLOSE

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