

Business Value Analyst Certification



benchmark  six sigma
Inspiring Minds, Facilitating Excellence

All About Business Value Analyst Certification

Program Objectives

Participants of Business Value Analyst training learn to assess the business value generated by improvement projects and to gauge their attractiveness in the overall context of the organization, including:

- Appreciating how the change may have multiple ramifications across various operational metrics such as Throughput (T), Investment (I), and Operating Expense (OE)
- Translating these operational metrics back to financial measurements such as Profit, ROI, and Free Cash Flow
- The criticality and usefulness of identifying the active constraint(s) BEFORE attempting to estimate project value

This certification also explains how to locate breakthrough areas which tend to generate the disproportionately high business value.

Training Methodology

Instructor led classroom based training with Lectures, Q&A, Feedback/Discussion, Puzzles, Dice Games, Exercises, and Quizzes.

Each participant will be guided to complete a thorough analysis of a sample organization to analyze the business value at stake. Participants are encouraged to bring their own data

Certification Requirements

The course assessment shall be carried out in two parts

- Classroom assessment through activities like quiz contribute 30% to the final grade
- Class exercise where you need to work in teams to identify the best projects for an organization for impact on ROI, Profits and Cash flow. This contributes to 70% of grading.

Participants need 60% in each assessment section and 70% as overall score to get certified as Business Value Analyst by Exemplar Global.

Course Duration

The course duration of the Business Value Analyst certification program is One Day.

Pre-requisites

To undergo Business Value Analyst certification program, participants should be a graduate with minimum 3 years of work experience

This unique program is seen as one of the most valuable competencies by Lean Six Sigma professionals. This program helps the practitioner connect closely with Financial benefits from the efforts made by the Continuous Improvement team.



In any given year, there are usually at least four Business Value Analyst certification programs being conducted in India.

Benchmark Six Sigma Business Value Analyst - Program Outline

Program Outline

What are Business Objectives?

- Typical Organizational "objectives"
- 3 necessary conditions
- Inter-dependency of the necessary conditions
- How to simplify objectives?

How to measure business value?

- Conventional Financial Measurements
- Why achieving the objective is so difficult?
- Operational Measurements: Throughput (T), Investment (I) and Operating Expense (OE)
- Perfect Alignment of Operating Measurements to Financial Outcomes
- Growth vs. Cost Cutting

The Five Focusing Steps (a Process of On-going Improvement)

- Identifying the Constraint
- Exploiting the Constraint
- Subordinating to the Constraint
- Elevating the Constraint
- Avoiding Inertia

Managing Constraints

- Supply Constraints
- Delivery Constraints
- Sales Order (Volume) Constraints
- Cash Constraints
- Policy Constraints
- Others: R&D/Sales Skill/Management Attention

Estimating Business Value

- Benefit/Cost Analysis – the litmus test
- Capturing Side-Effects
- Sunk Costs & Opportunity Costs
- Gathering Data
- Calculating Business Value

Highest Global Recognition

Benchmark Six Sigma offers unparalleled international recognition. Benchmark Six Sigma is certified by Exemplar Global for Business Value Analyst training as a competency for Business Excellence Master Black Belt.



**Exemplar
Global**

Exemplar Global's Principal Offices are located in Sydney, Australia, Milwaukee, USA and Seoul, Korea with international offices located in Brazil, Cyprus, Japan, Malaysia, New Zealand, Taiwan, Thailand and Turkey, and Seoul Branch offices located in China and

Participants from US, Europe, Middle East, Japan, and other parts of Asia attend our programs indicating a world-wide acceptance of Benchmark Six Sigma programs.

Printed hard copy course materials will be provided to the registered learners.

About Benchmark Six Sigma

Benchmark workshops have evolved as Industry best offerings in two formats. In the public workshops format, we offer globally recognized programs with content and methodology that can be used in practically any domain. In the customized in-company workshops format, Benchmark is known for its ability to design and deliver highly valuable programs with demonstrated applicability. Our in-company workshops are offered with or without consulting support.

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