

# 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 pet project that they are working on to analyze the business value at stake.

## Certification Requirements

The course assessment shall be carried out in two parts

- Classroom assessment through activities like quiz. It contributes 30% to the final grade
- 40 question multiple-choice exam on the last day of the training that lasts 1 hour. The questions on the final exam include material that is covered in all phases of the training. This contributes 70% to the final grade

All multiple choice questions carry equal scores. 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 2 days.

## Pre-requisites

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

If you compare Benchmark Six Sigma course contents with those offered by other leading providers—you will find that Benchmark coverage is same or better. The advantage lies in the methodology of coverage where focus is on practical knowledge that is directly applicable to real-world situations.



In any given year, there is usually at least one Business Value Analyst certification being conducted by Benchmark Six Sigma at one of the cities across India.



# Benchmark Six Sigma Business Value Analyst - Program Outline

## Program Outline

### What is the Goal?

- Typical Organizational "Goals"
- 3 Necessary Conditions
- Inter-dependency of the Necessary Conditions
- How to avoid Confusion?

### How to Measure the Goal?

- Conventional Financial Measurements
- Why achieving the Goal 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 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.

## India Locations

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