Cathris Group Training Program and class descriptions:

**Fundamental Business Analysis Skills**

Taught over 3 sessions, this course provides a solid foundation in the fundamental techniques and skills necessary for effective business analysis and requirements elicitation, gathering, modeling, analysis, documentation, prioritization, management, and communication. This case-study based course teaches participants the necessary techniques through numerous hands-on exercises, workshop activities, and group reflection. The course covers the following techniques:

- Role and responsibilities of the Business Analyst on IT and non-IT projects
- Overview of the business analysis life cycle for a project
- Identifying, analyzing, and understanding stakeholders
- Requirements elicitation strategies: brainstorming, surveys, focus groups, interviews
- Requirements modeling and documentation: user stories, structured narratives, use cases
- Requirements management: storage, tracking, traceability to need
- Requirements types: business, stakeholder, solution, non-functional, transition
- Requirements modeling: use case scenarios, usage models, interface modeling, context modeling, state modeling, information modeling
- Identifying, managing, documenting, and analyzing business rules
- Assembling a requirements package: documentation strategies, templates, best practices, use of requirements management tools
- Identifying, analyzing, documenting, and ranking risks

Cost per person $725

**Building the Business Case**

In this case-based workshop, students learn how to assemble a convincing and effective business case for project initiatives. The course shows how to identify root needs to assure that the actual problem is being solved by using the 5-why and Ishikawa Diagramming techniques. It shows how to identify and quantitatively and qualitatively state project costs and benefits. Participants will also learn how to forecast growth, costs, and benefits, and how to account for risk and uncertainty. During the course, participants will perform numerous hands-on workshop activities based on a case-study. The course will finish with an interactive and collaborative review of an actual business case.

Cost per person $490
Vendor Analysis

This course shows how to analyze the offerings of different vendors and how those offerings align with requirements and business needs.

Cost per person $140.00

Modeling & Analyzing Business Processes

In this intensive, hands-on workshop, participants will learn how to model business processes using industry-standard modeling languages, including BPMN and Flowcharts. The course will also show how to elicit processes through active and passive observation based on statistical work sampling. Participants will learn how to document processes using narratives and then visualize those narratives in BPMN and Flowcharts using standard tools. Once “as-is” processes are modeled, participants will learn how to identify weaknesses and inefficiencies and how to redesign processes to remove them. The course completes by demonstrating how to model “to-be” processes and implement them through proper change management.

Cost per person $490.00

Gap Analysis

In this course, participants will learn how to identify solution and capability gaps between the “as-is” and the “to-be” business states. Using a case-study based approach, participants will learn how to identify and document gaps and use them to identify requirements.

Cost per person $260.00

Prioritizing Requirements

Resources such as time, money, and people are constrained on most projects. Requirements must be prioritized carefully to determine which ones belong in project scope and which one do not. Once requirements have been included in scope, they must be ranked to determine order of implementation and manage requirements risk based on urgency and necessity. This course teaches participants how to determine project scope and rank requirements through a variety of practical prioritization techniques, including subjective ranking, objective alignment, pain ranking, time-boxing, risk-based ranking, value-based ranking, and pair-wise comparison. Additionally, the course shows how to use ranking scales properly and how to facilitate prioritization workshops.

Cost per person $260.00
Stakeholder Analysis

Stakeholders are an essential resource for requirements, constraints, and business rules. This course teaches participants how to analyze stakeholders, uncover their root needs, and manage the relationship with them. It covers the AI3 technique for understanding stakeholder attitude, influence, impact, and interest. It uses those findings to develop a stakeholder management approach to ensure that stakeholders are available and engaged, leading to solution success.

Cost per person $140.00

Solution Assessment and Validation

Business Analysts must ensure that the solution ultimately meets the stakeholder’s needs. This course covers essentials of solution assessment and validation, including testing of both desktop and web applications. Additionally, the course shows how to validate that business requirements have been met. In this course, participants will learn how to define testing and validation goals, write test cases, execute functional and non-functional tests, and record the results of validation efforts. The topics are reinforced through numerous hands-on case-based activities and group discussions.

Cost per person $490.00

Instructor CV

Martin Schedlbauer is a recognized expert in Business Analysis, Agile Methods, and Business Process Modeling. He routinely conducts training and mentoring programs for his clients world-wide. Martin frequently speaks at industry conferences on Business Analysis and is a writer on the next version of the Business Analysis Body of Knowledge (BABOK®) to be published in 2013. In addition, he has authored many Business Analysis as well as technical courses for several leading training companies. In the past he has delivered customized training solutions for Harvard Business School, MIT, and numerous companies.

Martin holds an appointment as a Clinical Professor at Northeastern University where he teaches information science, information systems development, user interface and web design, project management, and software quality assurance.

He holds a Ph.D. in Computer Science and is a Certified Business Analysis Professional (CBAP), an OMG Certified UML Professional (OCUP), and a Certified Scrum Master (CSM).