



Presented by
Management Forum

Essential Skills for Writing Successful Business Cases

19 June 2024

+ 26 September 2024, 3 December 2024

This masterclass will give you the skills and understanding to write clear, compelling and factual documents to give your business initiatives the best chance of success.



Format:
Live online



CPD:
3 hours for your records



Certificate of
completion

Course overview

A business case is a document that presents a comprehensive analysis and justification for a proposed business initiative, project or investment.

Business cases are a means of giving decision-makers a clear understanding of a proposed initiative, including details of the opportunity, potential benefits, costs, possible risks and feasibility assessments. A clear, well written document is a means of presenting a proposed initiative and demonstrating how it will add value to the organisation and help to prioritise investment.

During this half-day course for in-house lawyers and the legal sector, the expert trainer will cover best practise in writing business cases, cover what to include in your rationale and explain how to put them to best use to give you a greater chance of proposing a successful business initiative.

Benefits of attending

By attending this course you will:

- **Understand** the purpose and use of business cases
- **Learn** what should be included in a clearly written rationale
- **Get to grips** with the skills for writing compelling business cases
- **Improve** your communication and stakeholder management skills
- **Achieve** the outcomes you require for your project

Who should attend?

This course has been specially designed for:

- Senior business executives and managers
- Business development managers
- Project managers
- In-house and private practice lawyers
- Heads of legal teams

This course works well alongside the change management, project management and process management workshops.

Programme

Understanding the purpose and benefits of businesses cases

- Purpose and usage
- Common context and content
- Making the content compelling
 - Strategic alignment
 - scenario analysis

Business cases in practice: implementation and evaluation

- Implementation plans
- Measurement issues, including common KPIs and costs to the business
- Stakeholder management, communicating and persuasion

Final questions

Presenter



Helene Russell

Hélène Russell, founder of The Knowledge Business, is a UK solicitor (non-practising) and specialist in Knowledge, Learning and Innovation. After 8 years in practice, primarily in clinical negligence litigation defence, she has worked as a self-employed knowledge management consultant for 13 years. Hélène specialises in practical tools to improve the efficiency and profitability of real-life law firms.

Hélène has extensive experience in business strategy, project management and teaching leadership skills. She runs a popular 'KM Strategy + coaching' course in UK and has written short form and lengthy strategies for a variety of law firms, as well, of course, as writing her own business's strategy. Hélène has spoken at various events, including Ark's KM Legal, Lexpo-18, for UWE, St Andrew's University, BLS and Alice, and chaired international conferences.

She runs a global online KM training and networking group and is a core committee member organising the annual UK Knowledge Mobilisation Conference and Chair of CILIP's Knowledge and Information Management Special Interest Group. Hélène has an executive MBA with distinction (which included a strategy module), and she is the sole author of two textbooks, contributor to five of Ark's multi-author books and is currently contracted to Facet Publishing to write a handbook on KM Strategy.

Course dates

19 June 2024

Live online

13:30-17:00 **UK (London)** (UTC+01)

Course code 14281

GBP **299**

EUR **429**

USD **489**

26 September 2024

Live online

13:30-17:00 **UK (London)** (UTC+01)

Course code 14282

GBP **249** ~~299~~

EUR **359** ~~429~~

USD **411** ~~489~~

Until 22 Aug

3 December 2024

Live online

13:30-17:00 **UK (London)** (UTC+00)

Course code 14283

GBP **249** ~~299~~

EUR **359** ~~429~~

USD **411** ~~489~~

Until 29 Oct

How to book



Online:

ipi.academy/2697

Alternatively contact us to book, or if you have any queries:



Email:

info@ipi.academy



Phone:

[+44 \(0\)20 7749 4749](tel:+442077494749)

Discounts

- Booking more than one delegate on any one date qualifies for a **15% discount** on the second and subsequent places.
- Most events qualify for an **early booking discount** prior to 6 weeks before the course date. Be sure to check on our website, where the latest discounts will be shown.

Further information

Fee

The fee includes all meals and refreshments for the duration of the course (for venue-based courses) and a complete set of course materials (provided electronically). If you have any particular requirements, please advise customer services when booking.

Please note

IPI Academy (and our training partners) reserve the right to change the content and timing of the programme, the speakers, the date and venue due to reasons beyond their control. In the unlikely event that the course is cancelled, we will refund the registration fee and disclaim any further liability.

Terms and conditions

The rest of our terms, the event cancellation policy and the terms and conditions are on our website, please visit ipi.academy/content/terms-and-conditions

Run this programme in-house for your whole team

Coming to IPI Academy for your in-house training provides an all-inclusive service which gives you access to a wide variety of content, learning platforms and delivery mechanisms as well as your own personal training adviser who will work with you from the initial enquiry through to feedback and follow-up after the programme.

With over 600 trainers, all practitioners and experts across a huge range of fields, we can provide the training you need, where you need it, when you need it, and at a price which suits your budget. Our approach to tailored learning and development consists of designing and delivering the appropriate solution for each client.

For your FREE consultation and to find out more about how we can work with you to solve your training needs, please contact our training advisers:



ALEKSANDRA BEER

Tel: +44 (0)20 7749 4749

Email: inhouse@ipi.academy



YESIM NURKO

Tel: +44 (0)20 7749 4749

Email: inhouse@ipi.academy



IPI
Academy

IPI Academy is a training initiative of Falconbury and Management Forum; leading providers of industry training for over 30 years, based in the UK.

10-12 Rivington Street
London EC2A 3DU

ipi.academy

Tel: +44 (0)20 7749 4749

Email: info@ipi.academy