

Building a Compelling Business Case

5-STEP APPROACH TO BUILDING A BUSINESS CASE LIKE A PRO



Develop your business acumen. Learn the skills, tools, and strategies to create and present compelling business cases.

WHEN:

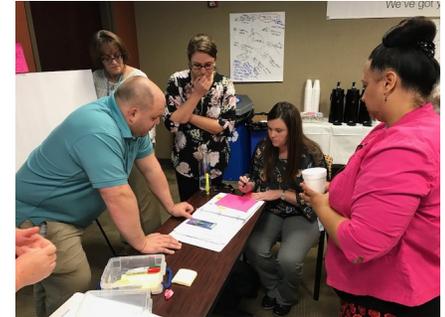
January 29, 2021

Friday

9am - 3pm

WHERE:

Online



REGISTRATION

\$500 Registration

Includes course materials, tools and certificate.

Counts toward 6 hours of CPE credits.

CLICK TO REGISTER

tinyurl.com/BC-012021

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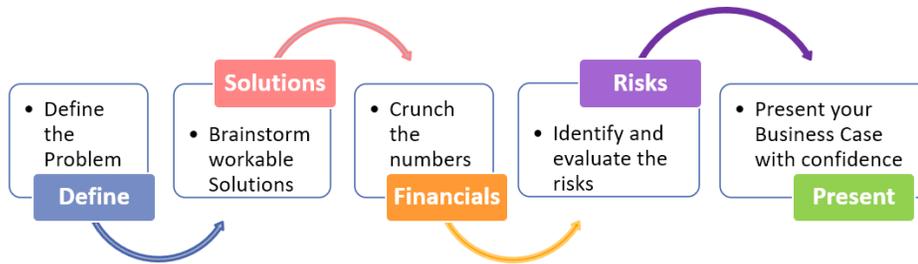
Create an Army of Problem Solvers

Lean Six Sigma Certification Training,
Critical Thinking, Decision Making Skills



About This Workshop

You have a great idea to improve productivity, reduce costs or increase revenue. You know what has to be done. But putting together the business case to secure executive buy-in can be daunting. In this interactive workshop, you'll learn the 5-step approach to building a compelling business case. The framework will help you breakdown complex problems, prioritize solutions, crunch the numbers, mitigate the risks, and present your business case like a pro.



How You Will Benefit

1. Discover a process for creating compelling business cases.
2. Improve your business acumen with financial metrics and risk tools.
3. Develop convincing presentation skills.

What You Will Learn

- The 5-step Business Case framework.
- Techniques to define and frame-up a problem.
- Tools to quickly evaluate and prioritize solutions.
- Types of costs and types of benefits.
- Core financial metrics: ROI, Payback Period, Break-Even Analysis
- Types of risks and risk mitigation techniques.
- Proven strategies and techniques to present like a pro.

Your Coach



Peter J. Sherman brings more than 25 years experience leading process improvement programs in manufacturing, technology and healthcare.

Peter is a Certified Lean Six Sigma Master Black Belt, ASQ Certified Quality Engineer, and APICS Certified Supply Chain Professional.

From 2010-14, Peter served as Director of Process Excellence for Cbeyond Communications, a publicly-traded, \$500M revenue telecommunications provider based in Atlanta, GA. Previously, Peter was a Master Black Belt with AT&T for 10 years.

Peter began his career in Japan as a visiting M.I.T. Scholar in 1986-87. There he worked with Dr. Edwards Deming, the noted American Quality expert. Peter learned first-hand Japanese quality practices including the Toyota Production System and Kaizen. Later, he served as Lead Instructor of Emory University's Six Sigma Program in Atlanta, GA. Peter has authored more than 70 articles on Lean Six Sigma and quality. He is a columnist for *APICS Magazine's* Operational Excellence column.

Peter holds a B.S. in Building Construction from the University of Florida, a Master's in Civil Engineering from M.I.T. and an MBA from Georgia State University. Since 2014, Peter has served on the Board of the ASQ Atlanta Section and is a member of APICS.

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Why Choose Riverwood Associates for Lean Six Sigma Training?

Riverwood Associates is a leading provider of Lean Six Sigma training for businesses and individuals. Our trainers are industry practitioners with more than 25 years of experience in the practical application of Lean Six Sigma methods and techniques. Riverwood Associates training programs are interactive, combining instruction with actual problem-solving applications. We provide training that enables participants to build problem-solving skills, streamline operations in their businesses, and increase profitability, quality, and customer satisfaction.

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