

THE BUSINESS EVALUATION CENTRE 2022 COURSE LINE-UP

Title	Code	Synopsis	Days	Ideal Attendees	Level
Project Management					
- Fundamentals	PBFND02171	The essential aspects everyone needs to know to plan and execute a project correctly to produce on-time and on-budget delivery. Combining theory with practical exercises, this course is highly interactive with the class split into teams each planning projects.	2	Project team members, project leaders and company teams	●
- Rapid Development	PBFNR03211	This variation of the Fundamentals course specialises in rapid prototype development with frequent client liaison using cutting-edge agile techniques. The second (or third) day of the course consists of a simulated rapid project to produce a viable deliverable in a time-poor situation.	3	Dynamic and agile project team members and leaders	●
- Risk Management	PIPRM021213	This course covers industry-standard tools, terminology and techniques for planning and managing risk in a project. Probability and impact, mitigation and contingency and much more are discussed and demystified and applied through a series of practical lectures and exercises.	2	Project managers and leaders	●●
- Special Skills	PIFNR02211	This course addresses the more advanced skills required by more experienced project managers, including advanced stakeholder management, managing change, advanced risk management, alternative methodologies, running multiple projects and delivering business value.	2	Experienced project managers and leaders	●●●
- Client Configured	PBFNC02211	Modules from any of the above Fundamentals courses may be configured to form a special course for our customers. Configuration - rather than customisation - enables our customers to get the closest possible fit to your training needs without compromising quality.	2,3	Depending upon client needs	
Advanced Project Management	PAPMP03201	This intensive study class covers all the knowledge areas and skills required for project managers aiming to sit for the prestigious PMP® examination. Attendees will be awarded the 35 training hours required as part of the PMI® exam eligibility.	5	Project managers with several years experience	●●●●
SofaStudy™ Cloud-based PMP® Study	PISDY00201	Available anywhere with internet-access, this on-line study solution uses narrow artificial intelligence (AI) to help users get up-to-speed with the PMP® examination subjects by presenting hundreds of questions, information texts and diagrams in an engaging manner.	-	Project team members, leaders and managers	●●
Project Management Video Shorts	PBVSS00201	This series of six short video presentations revisits several important aspects of project management, and encourages attendees to apply what they learned after they return to their workplaces. The videos are an optional extra component to project management fundamentals courses.	-	Prior project management course attendees	●
Advanced Project Management Webinar Series	PILCH00211	Presented online using Zoom, this is a series of six 2-hour webinars, focusing on advanced project management topics. Apart from providing focused subject-matter training in each module, there are also light connections between the modules. So the pieces fit gently together to reveal the larger picture on how experienced project managers can up their game in the 2020's world of geographically distributed workforces, instantaneous communications and management technologies, and an increasingly savvy workforce who need to fully grasp the business objectives in order to get ahead.	-	Project team members, leaders and managers	●●
Return on Investment (ROI)					
Business Value through ROI for Senior Management	RISM01181	Deriving ROI of departmental programmes can often present great difficulties, especially for internal divisions such as HR, IT, Logistics or Marketing. This course shows how the globally accredited ROI Methodology® can achieve reliable figures for ROI and business impact.	1	Department heads, senior executives and cost-centre holders	●●
ROI and the Value of Outcomes for Experienced Project Managers	RISPM01181	More experienced project managers are expected to understand the business value of their projects; not merely the deliverables they are tasked to produce. This course shows how the globally accredited ROI Methodology® can be adopted to propose and test the ROI of project outcomes.	1	Experienced project managers and leaders	●●
The ROI Methodology® Master Class	RISPM02181	This two-day course is ideal for those who need the skills to get started right away using the ROI Methodology® to measure performance of projects and programmes either at their organisation or for their client. Attendees who successfully complete this class and who begin to produce their first ROI Impact Studies, may be exempted from the first two days of the ROI Institute CRP® Certification Programme (below).	2	Department heads, senior executives, project managers and independent business consultants	●●●
The ROI Institute CRP® Certification Programme	RACRP05201	This complete intensive programme will cover all the subjects needed for ROI practitioners to attempt their CRP® (Certified ROI Professional) credential. Hosted online by the ROI Institute®, this course is intended for those who have some prior ROI training or experience.	5	Experienced ROI practitioners who have attended prior ROI training	●●●●
Business & Corporate Skills					
Survey Skills for Professionals	RBSRV01181	Collecting and reliably analysing data is the essence of good business decisions and often surveys are the only way to obtain the information needed. This course will focus on professional techniques to obtain and interpret data without the need to delve too deeply into mathematics.	1	Business analysts, department executives, ROI practitioners	●●
Becoming an Effective Negotiator	BBNEG02181	Negotiations occur surprisingly often in a business environment, and cases range from negotiation for resources from colleagues to dealing with vendors and suppliers. This course focuses on learning and practising negotiation tools and techniques to improve performance and outcomes.	2	Experienced managers and project managers, purchasers, HR staff	●●
Engaging a Business Audience	BBEYA02181	This course will transform presentation skills and capabilities for business presentations in all scenarios whether team, boardroom, client, keynote, shareholder or other speeches. Clarity, confidence and the speaker's own personal style will be developed and recorded on video for review.	2	Executives, purchasers, sales staff or managers	●
Advanced Client Account Management	BICAM01181	Handling a portfolio of high-value corporate customers requires a mature set of interpersonal, stakeholder management and business skills - as well as a special sparkle. This course focuses on improving the ROI of your customer base through professional client account management.	1	Client account managers, support staff, on-site consultants	●●●
Conflict Resolution in Business	BIBCR01181	Whether business-to-business, business-to-customer or between employees, conflict can prove costly if unchecked. This course explains and practises current conflict resolution and mediation techniques to empower executives and managers to resolve conflicts and minimise damage.	1	Experienced managers and project managers, purchasers, HR staff	●●



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