



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Enterprise Analysis for Business Improvement

Physical, Mathematical, Computer and Life Sciences / Information Technology and Computer Sciences

Unit Standard 259257 · NQF Level 6 · 10 Credits · 7 Days

COURSE OVERVIEW

This course equips business analysts and managers with the competencies to perform enterprise-level analysis, aligning organisational strategy with operational improvements. Participants learn to evaluate business environments, identify opportunities for value creation, and recommend feasible solutions that drive sustainable business improvement.

Category	Physical, Mathematical, Computer and Life Sciences
Subfield	Information Technology and Computer Sciences
Unit Standard	259257
Accreditation	SAQA Accredited · NQF Level 6 · 10 Credits
Duration	7 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply enterprise analysis frameworks to assess internal and external business environments.
- Analyze stakeholder needs and organisational capabilities to identify improvement opportunities.
- Evaluate alternative solutions using cost-benefit analysis and risk assessment techniques.
- Design a business case that justifies recommended changes and aligns with strategic objectives.
- Demonstrate the ability to facilitate enterprise-level requirements gathering and prioritisation.
- Implement enterprise analysis outputs to support continuous business improvement initiatives.

WHO SHOULD ATTEND

- Business analysts, project managers, process improvement specialists, and senior managers responsible for strategic planning and organisational change within corporate environments.

COURSE OUTLINE

Day 1: Foundations of Enterprise Analysis

- Introduction to enterprise analysis and business improvement
- Overview of SAQA unit standard 259257
- Business analysis lifecycle: from strategy to solution
- Stakeholder identification and analysis
- Understanding organisational context and culture
- The role of enterprise analysis in change management
- Ethical considerations and professional conduct
- Case study: successful enterprise analysis in a South African context

Day 2: Strategic Alignment and Needs Assessment

- Strategic planning and alignment models
- Business needs assessment techniques: interviews, surveys, workshops
- Problem and opportunity identification
- Root cause analysis and gap analysis
- Developing a business case: components and presentation
- Prioritisation techniques (MoSCoW, cost-benefit analysis)
- Practical exercise: creating a business case for a real-world scenario
- Review and feedback

Day 3: Stakeholder Engagement and Requirements Elicitation

- Stakeholder analysis and engagement strategies
- Elicitation techniques: brainstorming, observation, document analysis
- Requirements classification: functional, non-functional, constraints
- Requirements documentation standards (IEEE, BABOK)
- Managing scope creep and requirement changes
- Conflict resolution and negotiation skills
- Role-play: stakeholder interview and requirements gathering
- Group discussion: challenges in elicitation

Day 4: Business Process Modelling and Analysis

- Introduction to business process modelling (BPMN)
- As-is process mapping techniques
- Process analysis: cycle time, waste, value-added analysis
- To-be process design principles
- Performance metrics: KPIs, SLAs, balanced scorecard
- Simulation basics for process improvement
- Hands-on exercise: modelling a process using software tool
- Group critique and optimisation

Day 5: Solution Assessment and Validation

- Solution evaluation criteria: cost, time, quality, risk
- Feasibility studies and cost-benefit analysis
- Risk assessment and mitigation strategies
- Solution validation techniques: user acceptance testing, pilots
- Transition planning: data migration, training, change management

- Post-implementation review and continuous improvement
- Case study: assessing a technology solution for a service organisation
- Workshop: developing a validation plan

Day 6: Enterprise Analysis Tools and Techniques

- Environmental analysis: SWOT, PESTLE, Porter's Five Forces
- Decision analysis: decision trees, multi-criteria analysis
- Data visualisation for business analysis (dashboards, storyboards)
- Reporting and communication strategies
- Integration with PRINCE2, PMBOK, and Agile frameworks
- Enterprise analysis maturity models
- Practical: conducting a PESTLE analysis for a sector
- Tool demonstration: business analysis software (e.g., MS Visio, Lucidchart)

Day 7: Capstone Project and Course Integration

- Capstone project brief: analyse a business improvement opportunity
- Group work: conduct full enterprise analysis (needs, stakeholders, processes, solutions)
- Presentation skills for business analysts
- Simulated steering committee presentation and Q&A;
- Peer and facilitator feedback
- Action planning for workplace implementation
- Course review and key takeaways
- Assessment and certification guidance

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **10 NQF credits** at **NQF Level 6**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 22,800.00	R 22,800.00
1	In-House	R 29,600.00	R 29,600.00
1	On-Campus (Pretoria)	R 34,100.00	R 34,100.00

UPCOMING SESSIONS

No sessions are currently scheduled. Please contact us to arrange a session at a time and location that suits your team.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 259257) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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