

ASCENT TRAINING WALES · ONE-DAY COURSE

Project Benefits Realisation

Most projects deliver outputs. Far fewer deliver benefits — this course closes that gap

www.ascenttrainingwales.co.uk

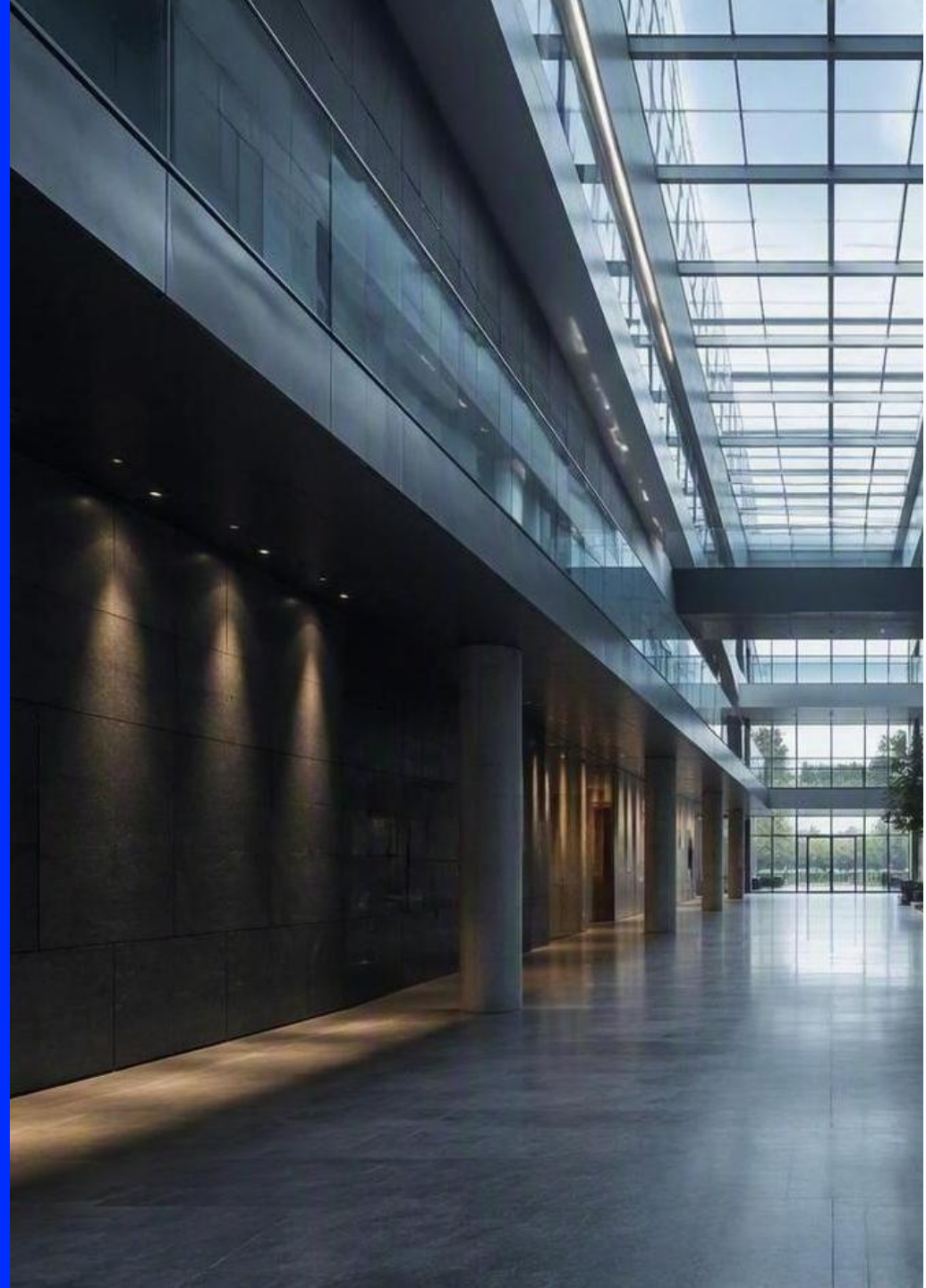
01 · COURSE OVERVIEW

About this course

Project Benefits Realisation designs benefits in from the start of a project, tracks them honestly through delivery, and holds the accountabilities that turn expected return into real value.

QUESTIONS BEFORE THE DAY?

01656 737349 · info@ascenttrainingwales.co.uk



02 · COURSE PROGRAMME

Course times

9:00 am

Arrival & welcome

9:30 – 10:45 am

Benefits in the business case

10:45 – 11:00 am

Morning break

11:00 am – 12:00 pm

Measurement & baselines

12:00 – 1:00 pm

Lunch break

1:00 – 4:00 pm

Realisation, governance & the PIR



Outputs vs. benefits

1

DELIVERING THE OUTPUT

The system goes live, the process changes, the project closes on time and to budget — but nothing the organisation values has yet been measured.

2

REALISING THE BENEFIT

The output is followed through business change to a measured improvement — cost, capacity, risk or service — owned outside the project team.

Designing benefits in

Map it**Enablers to changes to benefits****Categorise****Cash and non-cash benefits****Protect****Value-protection benefits count****Be honest****Name the dis-benefits too****Own it****Every benefit has an owner****Structure****A case that survives the PIR**

Measurement & baselines

Baseline**No baseline, no benefit****Catch up****Establishing one mid-project****Design****What to measure, and how often****Leading****Early signals of change****Lagging****Confirmed outcome measures****Honesty****Reporting, not wishful thinking**

Realisation & governance

Accountable	A named benefit owner
Cadence project	Review points that outlive the project
Handover	From project team to the business
Tracking	Benefits profiles kept live
Escalate	Acting when a benefit stalls
Close	When realisation is complete



Where benefits drift

Optimism

Case built to win approval

Double count

The same saving claimed twice

No baseline

Improvement no one can prove

Drift

Definitions quietly redrawn

Orphans

Owner moved on, benefit stalled

Silence

Shortfalls never written down



08 · MAKING IT STICK

The post-implementation review

Timing Long enough after go-live to be real

Evidence Measured against the baseline

Candour Record what wasn't realised

Causes Why the benefit fell short

Actions What still needs to happen

Learning Fed back into the next case





THANK YOU

Benefits Realisation

Training delivered by Ascent Training Wales

www.ascenttrainingwales.co.uk

01656 737349 · hello@ascenttrainingwales.co.uk