ROI and Business Case Development Training Course

Professional Development Training Course Outline

Category	Enterprise Resource Planning (ERP)	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today’s fast-paced digital economy, organizations require robust ERP systems to drive operational efficiency, strategic decision-making, and measurable business outcomes. Understanding the financial impact of ERP investments is critical for justifying expenditures and securing stakeholder buy-in. ROI and Business Case Development Training Course empowers professionals to quantify benefits, calculate ROI, and create compelling business cases that align ERP initiatives with corporate strategy. Participants will gain hands-on expertise in leveraging analytics, financial modeling, and real-world scenarios to ensure ERP projects deliver maximum value.

This program combines strategic insights with practical tools, enabling participants to evaluate ERP investments, forecast cost savings, and identify growth opportunities. Through interactive workshops, real-life case studies, and structured frameworks, learners will develop the confidence to present data-driven business cases, enhance stakeholder communication, and drive successful ERP adoption. The training emphasizes both technical and financial perspectives, ensuring a holistic understanding of ERP ROI for decision-makers, project managers, and financial analysts.

Programme Curriculum

ROI and Business Case Development Training Course

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Course Duration

5 days

Course Objectives

1. Understand ERP investment justification using ROI and TCO analysis.
2. Develop business cases aligned with organizational strategy and KPIs.
3. Quantify tangible and intangible benefits of ERP implementations.
4. Perform cost-benefit analysis for ERP initiatives.
5. Apply financial modeling techniques for ERP decision-making.
6. Evaluate ERP project risks and mitigation strategies.
7. Measure ERP performance metrics to track business impact.
8. Build stakeholder engagement strategies for ERP projects.
9. Leverage analytics for predictive ROI modeling.
10. Use case studies to benchmark ERP outcomes across industries.
11. Communicate ERP value effectively to senior management.
12. Align ERP investments with digital transformation goals.
13. Implement frameworks for continuous monitoring and optimization of ERP ROI.

Target Audience

1. ERP Project Managers
2. IT Managers and System Analysts
3. CFOs and Finance Professionals
4. Business Analysts
5. Strategy and Transformation Leads
6. Operations Managers
7. Consultants and ERP Implementation Specialists
8. Senior Management Executives

Course Modules

Module 1: ERP Fundamentals & Strategic Importance

- Overview of ERP systems and market trends
- Business value of ERP in digital transformation
- Key ERP modules and functionalities
- Understanding ERP lifecycle and adoption challenges
- Case Study: ROI assessment of ERP implementation in a manufacturing firm

Module 2: Financial Foundations for ERP ROI

- Key financial metrics: ROI, NPV, IRR, TCO
- Cost components: CAPEX vs OPEX
- Identifying direct and indirect benefits
- Scenario analysis for investment decisions
- Case Study: ROI calculation for a cloud-based ERP deployment

Module 3: Building a Business Case for ERP

- Structure of a business case document
- Linking ERP benefits to organizational KPIs
- Risk analysis and mitigation strategies
- Executive summary preparation techniques
- Case Study: Business case presentation to C-suite

Module 4: ERP Cost-Benefit Analysis

- Identifying measurable benefits and cost drivers
- Quantifying efficiency gains and cost reductions
- Incorporating intangible benefits in ROI
- Sensitivity and break-even analysis
- Case Study: Cost-benefit evaluation of ERP in retail

Module 5: Performance Metrics & KPI Alignment

- Designing ERP KPIs for operational impact
- Benchmarking ERP performance across industries
- Tracking post-implementation outcomes
- Linking metrics to financial and strategic objectives
- Case Study: KPI-driven ROI measurement in a services company

Module 6: Risk Assessment & Mitigation

- Identifying ERP project risks
- Risk quantification and prioritization
- Mitigation strategies and contingency planning
- Risk reporting frameworks for management
- Case Study: Risk management in ERP rollout for healthcare

Module 7: Stakeholder Engagement & Communication

- Mapping stakeholders and decision-makers
- Persuasive communication techniques for ROI justification
- Change management strategies
- Presentation of financial insights to non-technical audiences
- Case Study: Securing executive approval for ERP investment

Module 8: Continuous ROI Optimization & Benchmarking

- Post-implementation ROI tracking frameworks
- Continuous process improvement and optimization

- Industry benchmarking and ERP best practices
- Reporting dashboards for business case reinforcement
- Case Study: Long-term ROI improvement in multinational ERP deployment

Training Methodology

This course employs a participatory and hands-on approach to ensure practical learning, including:

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

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Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com