



VALUE DISCOVERY

Business partners are uniquely positioned to identify and recommend value opportunities across the value chain.

Agenda items

The relevance for a business partner

Participants will be able to...

1

VALUE CREATION

Understand what drives value creation in your organization.

We will discuss the levers of value creation and start defining a company specific value driver tree.
We will moreover discuss ways in which Finance can help move the needle on key value drivers.

- Create a company specific value driver tree and identify reports and analysis that can help drive value.

2

VALUE CHAIN ANALYSIS

Where are the opportunities?

In all steps of the value chain there is "value leakage" driven by sub-optimal decision making in the organization.
We introduce a simple concept for you to scan the value chain for opportunities and build an initial hypotheses for value opportunities.

- Tap into a catalogue of +100 value improvement ideas.
- Structurally assess value opportunities.
- 10-20 hypotheses for impact opportunities.

3

RECOMMENDATION

Presenting your insights and recommendation to stakeholders.

Being right is not enough. You need to bring your insights and recommendation in a good way. We introduce the SCR-I structure for communication and practice presenting the impact opportunities.

- Use the Situation-Complication-Resolution-Impact structure to create simple and effective communication.

4

IMPACT MEASUREMENT

How do you measure the impact of business partnering?

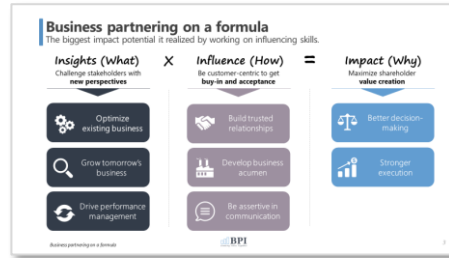
We finally discuss the importance of articulating the value contribution of a business partner and introduce several qualitative and quantitative ways of doing so.
Lastly, everyone commit to one value opportunity to pursue.

- Understand the concept of value logging.
- Implement a simple feedback loop with business stakeholders.

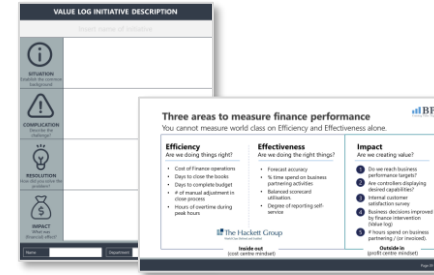


YOUR TOOL BOX

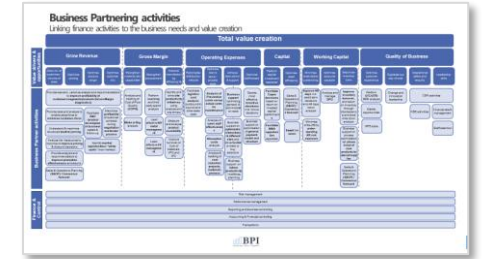
What you will take home



Company specific Value driver tree



Simple and useful tools (e.g. 5xWhy, Value-logging)



Catalogue of value ideas and 10-20 concrete opportunities



MAKING IT STICK

How we ensure taking learnings from classroom into practical use.

Value driver tree



Prior to the training, we recommend creating a company specific value driver tree.

Before the training

Hands-on training



During the training we apply the tools and identify hypotheses for value opportunities.

During the training

Execute on value opportunity



Each participant commits to pursuing one value opportunity. Sub-sequent support by manager and/or BPI.

After the training



ANDERS LIU-LINDBERG

Partner in BPI



Anders is an experienced business partner and global thought leader. He will share lots of practical tips and war stories on how to create impact in real life (and a few on how not to).



MICHAEL BÜLOW

Partner in BPI



Michael has a background as a consultant and finance leader and has driven the transformation of many finance organization. He will share his key insights and best practice from leading companies.

I was surprised by the “business development” capabilities in my management team. Within a day, we identified improvement opportunities worth 20 MEUR with low to medium effort to execute.

VP, Global Retailer



TRAINERS

Your facilitators



1/2 - 1 day