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## Overview

Sub-discipline Business Analysis (201) is concerned with the competencies required to assist an organisation in improving its business performance through a set of integrated and systematic activities designed to analyse opportunities for new or enhanced IT systems and identify possible options that may be adopted.

Working in the lead professional role (2016) involves:

- **Identifying opportunities for strategic contributions and enhancements to business opportunities through IT (2016.01);**
- Designing and implementing IT business analysis strategy, policies and proposals (2016.02);
- Reviewing and managing the quality and effectiveness of IT business analysis activities (2016.03); and
- Negotiating and authorising the requirements needed to support IT business analysis activities (206.04).

## Identify strategic contributions and enhancements to business opportunities through IT

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### Performance criteria

*You must be able to:*

- P1 identify, proactively, the potential contribution of IT/technology to enhance existing business strategies or objectives and/or open up new business opportunities to an organisation or organisations
- P2 provide timely, accurate and relevant information to sponsors and stakeholders about the capabilities of IT/technology that may provide opportunities for business strategy and/or objectives to be enhanced or refreshed

## Identify strategic contributions and enhancements to business opportunities through IT

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### Knowledge and understanding

*You need to know and understand:*

- K1 how to identify and review the contribution of IT/technology to enhance existing business strategies objectives and/or open up new business opportunities
- K2 how to provide information to sponsors and stakeholders about the capabilities of and opportunities associated with IT/technology that may provide opportunities for business strategy and/or objectives to be enhanced or refreshed

ESKITP2016.01

Identify strategic contributions and enhancements to business opportunities through IT

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| <b>Developed by</b>             | e-skills UK   |
| <b>Version number</b>           | 1   |
| <b>Date approved</b>            | August 2013   |
| <b>Indicative review date</b>   | December 2015   |
| <b>Validity</b>                 | Current   |
| <b>Status</b>                   | Original  |
| <b>Originating organisation</b> | e-skills UK   |
| <b>Original URN</b>             | ESKITP2016.01   |
| <b>Relevant occupations</b>     | Information and Communication Technology; Information and Communication Technology Professionals; Information and Communication Technology Officer; IT Service Delivery Occupations; Software Development |
| <b>Suite</b>                    | IT and Telecoms   |
| <b>Key words</b>                | IT Business Analysis; Business Change   |