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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 (2016.04).**

**Performance  
criteria**

*You must be able to:*

- P1 negotiate with sponsors, stakeholders and external bodies on how the deliverables of any IT business analysis programme should progress in order to support business requirements most effectively
- P2 negotiate and authorise contracts and agree decisions, actions and approaches that are required by other individuals across the organisation during any IT business analysis programme

## Knowledge and understanding

*You need to know and understand:*

- K1 how to negotiate:
  - K1.1 with sponsors, stakeholders and external bodies on how the deliverables of IT business analysis activities can be progressed
  - K1.2 with external providers of IT business analysis services
- K2 how to authorise and agree:
  - K2.1 the actions, approaches and decisions relating to IT business analysis activities
  - K2.2 IT business analysis strategy, policies, plans, procedures, standards, tools and techniques
  - K2.3 contractual arrangements with external providers of IT business analysis services

ESKITP2016.04

## Negotiate and authorise requirements to support IT business analysis activities

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