
Overview

Sub-discipline Benefits Realisation (205) is concerned with the competencies required to ensure that the commercial and strategic objectives of an organisation are supported by IT enabled business change initiatives, including reducing environmental impact through adoption of green IT.

Working in the Lead Professional (2056) role will involve:

- **Designing and implementing benefits realisation strategy and programmes for IT enabled systems (2056.01);**
- Review and manage benefits realisation programmes for IT enabled systems (2056.020; and
- Manage relationships during benefits realisation programmes for IT enabled systems (2056.03)

**Performance
criteria**

You must be able to:

- P1 proactively identify the wide ranging business benefits to an organisation or multiple organisations that may accrue from strategic and complex changes to the business through IT enabled systems. These may not be directly evident to other individuals, and may involve business activities, market positioning and/or operating models
- P2 identify and analyse proactively a range of opportunities to create and generate hard and soft benefits through the implementation of strategic change to an organisation, its products and services, or its market place
- P3 design, develop, implement, and maintain effective strategy, policies, and standards associated with benefits realisation activities and their alignment with legislation, regulations, and standards
- P4 develop, present, and communicate to senior sponsors and stakeholders, in a persuasive manner, clear and specific proposals about business opportunities to create and generate hard and soft benefits through the implementation of strategic change to an organisation, its products and services, or its market place

Knowledge and understanding

You need to know and understand:

- K1 how to design, implement, and maintain:
 - K1.1 strategy, policies, plans, and standards relating to benefits realisation activities for IT enabled systems
 - K1.2 strategy and policies to ensure the alignment of benefits realisation activities with all relevant legislation, regulations, and standards
- K2 how to design the procedures, tools, and techniques to monitor the alignment of benefits realisation activities with all relevant legislation, regulations, and external standards
- K3 how to identify the wide ranging benefits that may accrue from strategic and complex changes to a business's activities, market positioning, and/or its operating model, which may not be directly evident to others, to an organisation or multiple organisations
- K4 how to identify and analyse the opportunities to create and generate hard and soft benefits through the implementation of strategic change to an organisation, its products and services, or its market place
- K5 how to develop and communicate proposals relating to business opportunities to create and generate hard and soft benefits through the implementation of strategic change to an organisation, its products and services, or its market place
- K6 what are the opportunities to create and generate hard and soft benefits through the implementation of strategic change to an organisation, its products and services, or its market place

ESKITP2056.01

Design and implement benefits realisation strategy and programmes for IT enabled systems

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Relevant occupations Information and Communication Technology; Information and Communication Technology Professionals; Information and Communication Technology Officer; IT Service Delivery Occupations; Software Development

Suite IT and Telecoms

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