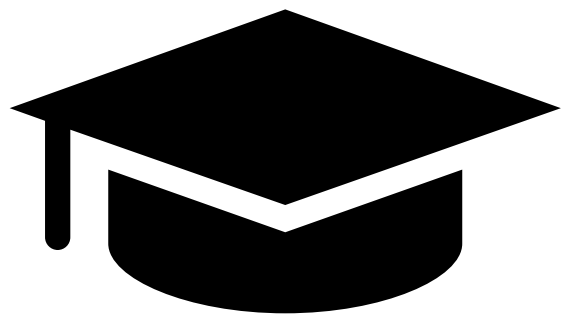


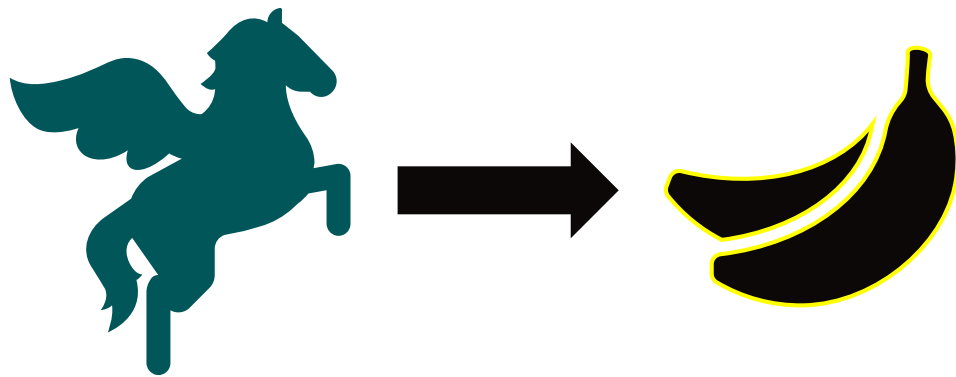
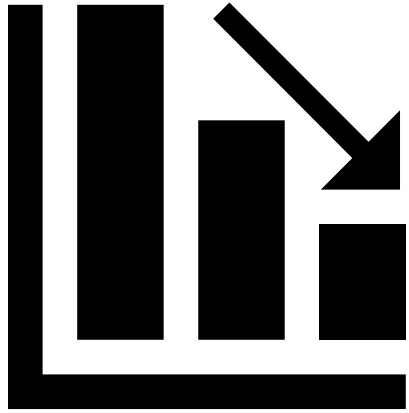


The ongoing failure of
benefits management: getting
the mindset right

Martin Chick

October 2022







Training courses



Guidance



Text books



**Resources and
COPs**

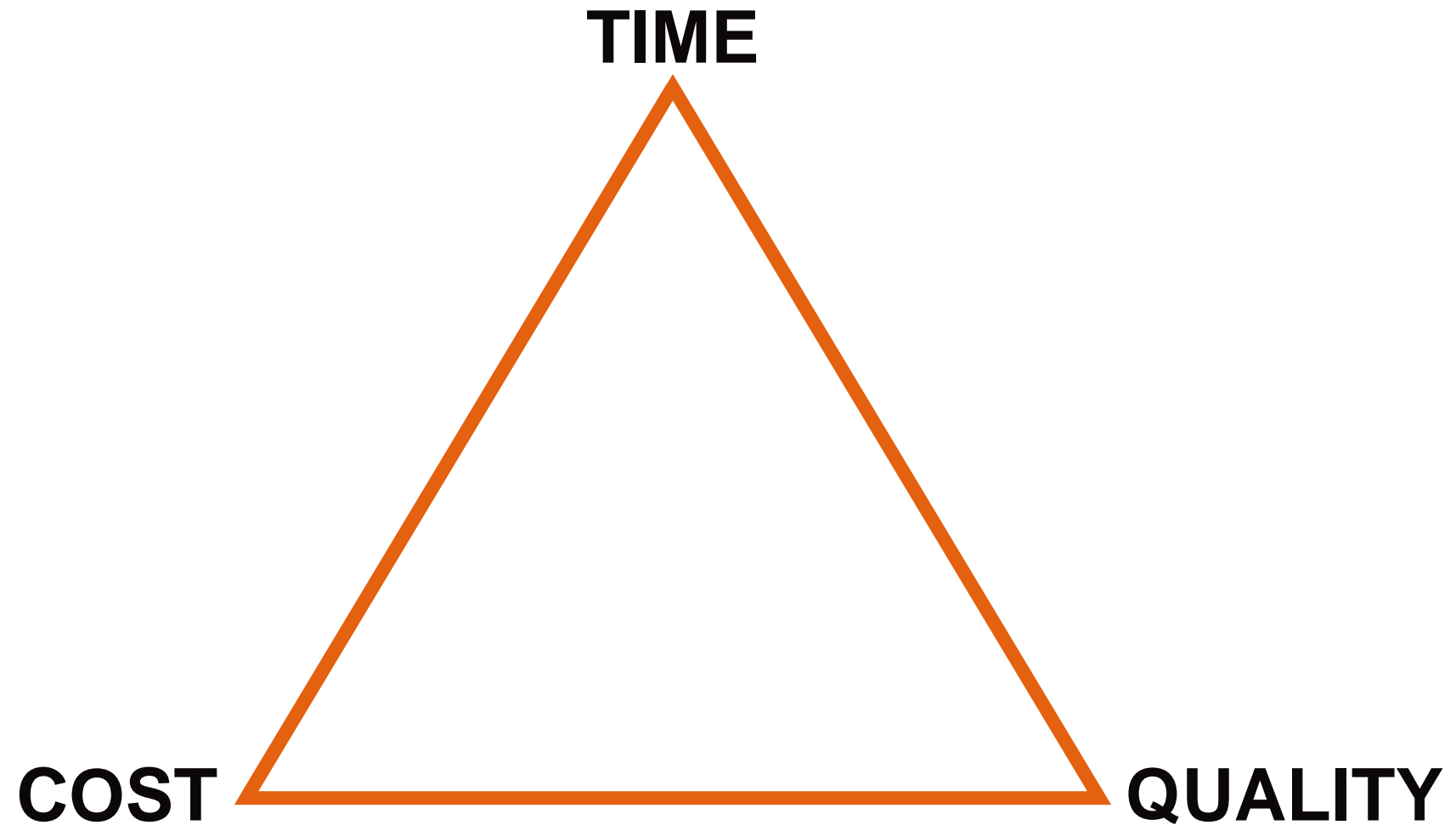


MINDSET
?

“A benefit is the measurable improvement resulting from an outcome that is perceived as an advantage by one or more stakeholders”

- PRINCE2

Benefits are the WHY





Black line represents delivery change when impacts on benefits are not assessed.

Shifting to a benefits management mindset:





Define the right benefits properly




Quantifiable vs Non-Quantifiable – Value vs BCR



Getting the governance right – it's all about the benefits




Define the right benefits properly



Start with the benefits and continue to refine them

Focus on the benefits you really want to realise and the actual impact on stakeholders



Make sure everyone knows how they are contributing



Quantifiable vs Non-Quantifiable – Value vs BCR

ABC

123



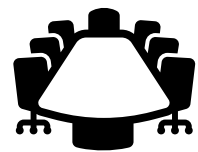
All benefits can be measured



Benefits don't need to be financial – think about your stakeholders



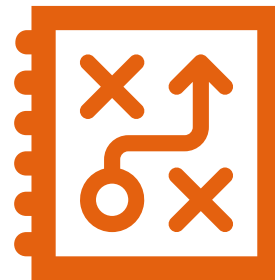
One KPI to rule them all -
Is the business case still valid?



Getting the governance right – it's all about the benefits



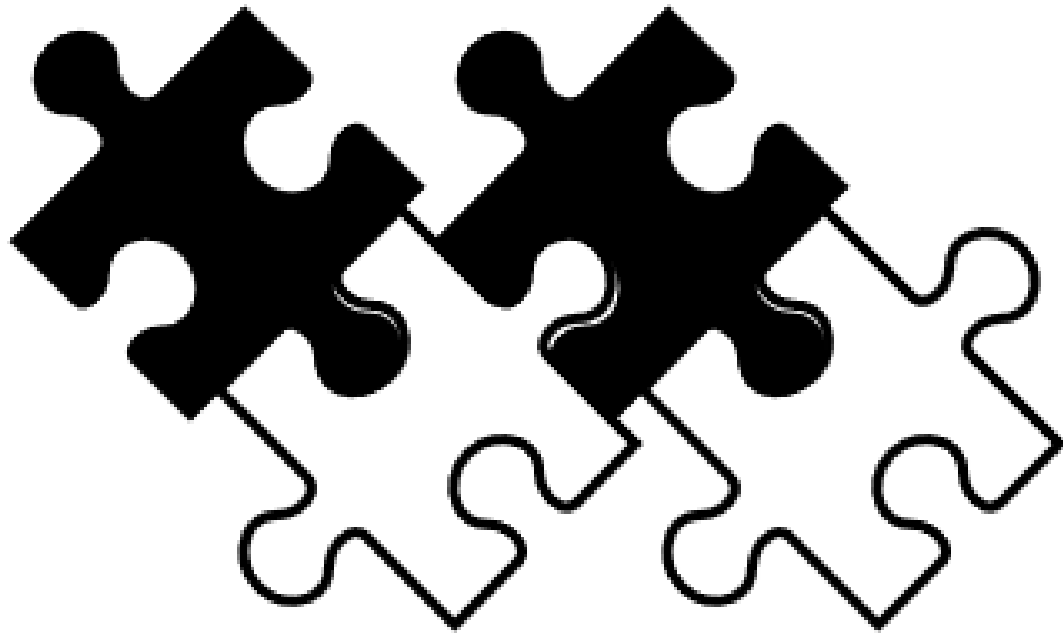
Use the business case as a live document from day zero



Governance should challenge on benefits



Governance should adapt to opportunity and embrace change



Questions...