

# 5 Day Business Analysis Professional



**Muhammad Salman Bilal**

PE®, PfMP®, PgMP®, PMP®, PMI-PBA®, PMI-ACP®,  
PMI-RMP®, PMI-SP®, CAPM®, ASQ CSSGB®



**O&G Knowledge Sharing Platform**

Enhancing Return on Investment in Oil & Gas Training

[www.OGKnowledgeShare.com](http://www.OGKnowledgeShare.com)

**47% OF UNSUCCESSFUL PROJECTS FAIL TO MEET ORIGINAL GOALS DUE TO POOR REQUIREMENTS MANAGEMENT**

**39% OF FAILED PROJECTS IDENTIFY INACCURATE REQUIREMENTS GATHERING AS A PRIMARY CAUSE OF FAILURE.**

Business Analysis Professional Training is based on the latest ANSI standard and PMI® USA released Business Analysis Practitioner's & Professional's Guides. This training program is a series of hands-on training sessions designed to equip trainees having experience in Business Analysis initiatives and projects.

The training is aligned with Portfolio Management Standard, Program Management Standard, Requirements Management Standard and Guide to the Project Management Body of Knowledge (PMBOK®), 6th Edition. Manufacturing, Engineering, Software, Services and Agile world are the main audience with aim to develop Business Cases for value transferring Projects under dynamic Portfolios. This training also encompasses the bases for project portfolio governance and the enterprise risk management knowledge.

This training professionally elevates the project and program managers and supports their supporting team members who look forward to better understanding of the comprehensive view of Business Case formulation. Well-developed business cases inherently improve chances of project success and their subsequent value transference to professionally sustain Portfolio driven programs, projects and the subsequent operations.

It is an experiential learning training program that builds on the participants' knowledge base and business analysis basic sense. Focused domains are: Aligning & Defining, Initiation, Planning, Executing, Monitoring and Controlling, and finally the Releasing of the evaluated Business Case as Business Solution.

Product life cycle of futuristic businesses collaborates with multiple Projects through the processes of supporting the Charter development and en scoping the product in a structured manner with multiple project management Life Cycles.

### **What will this course cover?**

We deploy techniques like modeling, mock-ups, class activities, critique sessions and facilitated workshops for easy to understand learning experience. We capitalize on real cases, scenarios, examples and applications while developing the business cases from manufacturing, software, services and agile world. This training also encompasses the bases for project portfolio governance and the enterprise risk management knowledge.

### **What will you Learn?**

On completion of this course you will be able to fully understand how to:

- Identify the difference between Business analysts and Business Analysis Professionals
- Recognize the overlaps between Business Analysis approaches configured by IIBA® Canada and PMI® USA
- Knowledge of BABOK, ANSI Standard and Requirements Standard
- Understanding Need Assessments in accordance with Stakeholders Engagements for diversified Businesses
- Discovering Concurrent Monitoring & Traceability approach for integrated Elicitation cum Analysis
- Learn to assemble the Business Case and to convert customers Wants to Requirements
- Performing Solution Evaluations for graceful Releases

### **Who will Benefit?**

The following oil and gas company personnel will benefit from the knowledge shared in this course:

- Business Analysts
- Business Managers
- System Analysts
- System Architects
- Business Analysis Professionals
- Productivity Managers
- Portfolio Project Managers
- Program Managers
- PMO Staff Members

**WE STRIVE TO CREATE END-TO-END SOLUTIONS THAT MEET OUR CLIENTS' NEEDS AND EXCEED THEIR EXPECTATIONS.**



We offer more than just knowledge sharing.  
We offer a partnership to share in  
**your vision.**

## **COURSE OUTLINE**

### **BUSINESS CASE ASSEMBLING: DEFINITION, ALIGNMENT & INITIATION**

- Business Analysis versus Project Management (Critique)
- Business Analyst versus Business Analysis Professional (IIBA® & PMI® USA perspectives)
- ANSI acknowledged Business Analysis Management Grid (Graphical Interpretations)
- Organizational Process Assets & Enterprise Environmental Factors (Model)
- Business Analysis Professional: Ethical & Agility related Responsibilities

### **BUSINESS ANALYSIS PLAN THROUGH STAKEHOLDERS ENGAGEMENT**

- Business Analysis Need Assessments (Structured Approach)
- Business Analysis Plan Configuration
- Identifying & Analyzing Stakeholders
- Stakeholders Communication & Interactions
- Developing Business Analysis Plan (Exercise)

### **EXECUTING THROUGH ELICITATION CUM ANALYSIS**

- Business Analysis Elicitation Dynamism
- Stakeholders' Wants to Project's Requirements (Case Illustration)
- Requirements Elicitation Activity
- Analyses Models for Business Analysis
- Integration of Analyses Models for Business Case (Workshop)

### **TRACEABILITY, MONITORING & CONTROL**

- Traceability & Monitoring Requirements related Tasks
- Valuation Tools & Techniques
- Requirements Verification & Validation (Class Activity)
- Monitoring & Controlling Process Group (Illustration)
- Stakeholders' role in Monitoring & Control (Exercise)

### **RELEASING EVALUATED BUSINESS CASE**

- Factors to Finalize Solution Evaluation
- Releasing protocol for Business Case
- Deciding Go ~ No-go
- Requirements Finalization for soft & hard logics
- Product & Project Life Cycle Overlaps for Predictive & Agile Scenarios





## Muhammad Salman Bilal

**PE<sup>®</sup>, PfMP<sup>®</sup>, PgMP<sup>®</sup>, PMP<sup>®</sup>, PMI-PBA<sup>®</sup>, PMI-ACP<sup>®</sup>, PMI-RMP<sup>®</sup>, PMI-SP<sup>®</sup>, CAPM<sup>®</sup>, ASQ CSSGB<sup>®</sup>**

Mr. Bilal has more than 16 years of diversified project management experience. He is one of the only four Project Management Professionals in the world with all eight (8) PMI<sup>®</sup>-USA credentials and the youngest to possess such an outstanding status. Accredited Portfolio Manager (PfMP<sup>®</sup>), Program Manager (PgMP<sup>®</sup>), Project Manager (PMP<sup>®</sup>), Risk Manager (PMI-RMP<sup>®</sup>), Scheduling Professional (PMI-SP<sup>®</sup>), Agile Practitioner (PMI-ACP<sup>®</sup>), & Professional Business Analyst (PMI-PBA<sup>®</sup>) along with ASQ<sup>®</sup>-USA credential for Six Sigma (ASQ-CSSGB<sup>®</sup>).

Being a registered Professional Engineer (PE<sup>®</sup>) Mr. Bilal has proven experience in high end Petroleum, Petrochemical, Automation & Manufacturing Industries. He has worked with Schlumberger Oil Field Services International in France, Saudi Arabia, Malaysia, Qatar and Pakistan and with Engro Chemicals Ltd. (Formerly Exxon, USA) in capacity of Instrumentation & Control Engineer and Six Sigma Project Manager. He has been involved in offshore and onshore well-testing projects for Well Completion & Productivity while providing engineering management services to various companies including RasGas, Saudi Aramco, Shell, Petronas, ENI, OGDCL, PPL, OMV, BP and OPI. In addition to his many years of practical experience, Mr. Bilal is a Ph.D. Scholar conducting Engineering Management doctoral researches (Project Risk Management for Agile Operations). He is also a SME Reviewer for PMI<sup>®</sup> USA Global Standard on Requirements Management (2016).

Mr. Bilal has served as Assistant Professor of Electrical Engineering and now serving as Assistant Professor of Operations Management. He is a Resource Person/Faculty for Executive Education at FCC University and is Module Director for Business Strategy, Quantitative Methods, Management Information System, and Operations Management. He has been part of core team who initiated MS/M Phil Project Management Degrees in one public and two private Universities having international campuses. Being Business Analyst, he has successfully designed and conducted client specific Diplomas in Business Management (DBM) for Engro Foods and Honda Cars. He has been Program Director for Honda-DBM in addition to Post Graduate Studies Programs (MBA, Executive MBA) In charge at School of Management of US management led FCC-University. He is Committee member for Government of Punjab and Mentor for Government Engineering Academy.

Mr. Bilal is Principal Consultant/Founder of MSB Training Consultancy; Mentoring PMI<sup>®</sup> USA credentials/certifications and conducted hundreds of training workshops. More than 1,000 project management professionals have successfully achieved PMI<sup>®</sup> USA certifications under his guidance and mentorship. He is also Training Consultant for multinationals including TOTAL<sup>®</sup>, OMV<sup>®</sup>, Wateen<sup>®</sup>, FFC<sup>®</sup>, Engro<sup>®</sup> and Etisalat run PTCL<sup>®</sup>. Recently, he has designed Advanced Project Management course for South Korean KOGAS<sup>®</sup> & BP<sup>®</sup> in collaboration with O&G Knowledge Platform. He's Resource Person for Centre of Learning & Training (CLT), and Ministry of Planning & Development (P&D) of Pakistan. Over his career, Mr. Bilal has received more than two-dozen recognitions, including gold and silver medals, of performance.

### EDUCATION

- B.Sc. Electrical Engineering (Specialization in Communication & Electronics)
- M.Sc. Electrical Engineering (Dual Majors in Power Electronics & Control System Engineering)
- M.Sc. Engineering Management (Project Risk Management)
- Ph.D. Engineering Management (Research Phase: Risk Matrix & Agile Project Management)

### SERVICE TO ACADEMIA (Visiting Faculty to various Universities)

- MS/M. Phil Project Management: Risk Management Dynamics, Project Quality Management, Safe Food & SCM
- MBA/Executive MBA: Supply Chain Risk Management, Business Strategy, Management Information System
- BS (Honors) Operations Majors: Productivity Management, Operations Excellence, Production Planning & Control
- BSc (Engineering) Electrical Majors: Instrumentation & Control, Alternate Energy, Power Systems

### PORTFOLIO OF COURSES

PMI<sup>®</sup> USA Global R.E.P. (Registered Education Provider)

- Created/Configured Professional Development Units (Acknowledged by PMI<sup>®</sup> USA)
- Project Management: PMP<sup>®</sup>: 35 PDU
- Project Risk Management: PMI-RMP<sup>®</sup>: 30 PDU
- Program Management Professional: PgMP<sup>®</sup>: 35 PDU
- Agile Project Management Practitioner: PMI<sup>®</sup> ACP 24 PDU
- Business Analysis Professional: PMI-PBA<sup>®</sup>: 35 PDU

808 W. Boxborough Dr.  
Wilmington, DE 19810, USA

Tel: +1 (303) 872 0533

Mob.: +966 50 857 3255

e-mail: [mianma@OGKnowledgeShare.com](mailto:mianma@OGKnowledgeShare.com)

Please complete the following Form and e-mail it to [mianma@OGKnowledgeShare.com](mailto:mianma@OGKnowledgeShare.com) OR Submit the same details via the **Event Registration** on the website [www.OGKnowledgeShare.com](http://www.OGKnowledgeShare.com). We will then send you additional course details along with a detailed course registration Form.

Course Name	<input type="text"/>		
Course Venue	<input type="text"/>	Course Date	<input type="text"/>
Company	<input type="text"/>		
First Name	<input type="text"/>	Last Name	<input type="text"/>
Title	<input type="text"/>		
Email	<input type="text"/>	Phone	<input type="text"/>
Address	<input type="text"/>		
City	<input type="text"/>	State	<input type="text"/>

Full payment is due within 14 days from date of invoice and before the course commences. Delegates will not be allowed entry to the course if any payments are outstanding. A confirmation letter and invoice will be sent to you on receipt of your booking.

You may substitute delegates at any time as long as reasonable advance notice is given to O&G Knowledge Sharing Platform. For any cancellation received in writing not less than twenty (20) working days prior to the date of the training course, you will receive a full refund less US\$ 150 administration fee and any related bank or credit card charges.

Delegates who cancel the registration less than twenty (20) working days of the date of training course, or who do not attend the course, are liable to pay the full course fee and no refunds will be granted.

In the event that KSP cancels or postpones the course for any reason, the delegates will be given choice to (a) request full refund less applicable credit card or bank charges, (b) attend the same course at the rescheduled date at the same or other venue or (c) receive credit note to be used by any employee of the same company for any other course offered by KSP, which must occur within one year from the date of postponement.

#### COMPANY GAURANTEEE

If Company Payment is selected as the Billing Method, an official letter from the company, signed by HR or responsible Management, stating names of the delegates who will attend the course and the total course fee payment guaranteed by the company to be paid within 30 days upon receipt of invoice from KSP shall be submitted ten (10) working days before the start date of the course.

#### CHARGES AND FEES

1. For Payment by Direct Telegraphic Transfer, client has to bear both local and oversea bank charges.
2. For credit card payment, there is additional 4% credit card processing fee, which shall be added to the course fee.

## COURSE FEES & VENUE

Middle East – US\$ 3,000

All Other Locations – US\$ 3,500

The course fee is per participant. Hotel accommodation and travel costs are not included in the fees. The Fees includes refreshments, lunch and course material. Course is held preferably in a 5-star hotel. The final venue selection will depend upon the number of delegates attending the course and availability of the venue. All delegates will be informed about the venue two weeks before the course start date.

