

PROJECT MANAGEMENT | COURSE BROCHURE

Benefits Realisation Management for Projects and Programmes

5 days | Classroom training | English

SMART HORIZON

info@smart-horizon.eu
Amsterdam
The Netherlands

Explore current programmes

https://smart-horizon.eu



Course content

Why attend

Projects are funded to deliver benefits, yet many organisations struggle to show whether those benefits were ever achieved. Benefits realisation management provides a structured way to identify, plan, measure and deliver the value that projects and programmes promise. This course covers benefits identification and mapping, measurement and baselines, ownership and accountability, benefits tracking through the life cycle and post-implementation review. Participants build a benefits map and realisation plan for a real initiative from their organisation.

Delivering on time and on budget is not enough if the expected value never materialises. This course helps you link projects to strategic outcomes, define measurable benefits and keep stakeholders accountable for realising them, improving investment decisions and the credibility of your portfolio.

Professional Problems This Course Is Designed to Solve

• Difficulty translating subject knowledge into practical workplace decisions.
• Inconsistent approaches to the activities covered in the course outline.
• Lack of a structured plan for applying and reviewing new skills.

Course methodology

The course uses expert input, benefits-mapping workshops, measurement exercises, case studies of successful and failed programmes and group work on participants' own projects.

Course objectives

By the end of this course, participants will be able to:
• Explain the principles of benefits realisation management
• Identify and map benefits from strategic objectives to project outputs
• Define measurable benefits with baselines, targets and owners
• Develop a benefits realisation plan and tracking process
• Manage dis-benefits, risks and changes that affect value
• Conduct post-implementation and benefits reviews



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Target audience

This course is suitable for:
- Programme and project managers
- PMO and portfolio management professionals
- Business case writers and investment appraisal teams
- Sponsors and senior responsible owners
- Business change and transformation managers

Target competencies

Participants will develop competencies in:
- Benefits identification
- Benefits mapping
- Performance measurement
- Benefits ownership
- Portfolio value management
- Post-implementation review

Course outline

Day 1: Why Benefits Matter

09:00–09:54	From outputs to outcomes to benefits
09:54–10:48	Common reasons projects fail to deliver value
10:48–11:00	Principles of benefits realisation management
11:00–11:30	**Coffee break**
11:30–12:12	Principles of benefits realisation management (continued)
12:12–13:06	Roles: sponsor, benefits owner and project manager
13:06–14:00	Exercise: Reviewing benefits in an existing business case

Day 2: Identifying and Mapping Benefits

09:00–09:54	Linking strategy, objectives and benefits
09:54–10:48	Benefits dependency mapping
10:48–11:00	Financial, non-financial and dis-benefits



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11:00–11:30	**Coffee break**
11:30–12:12	Financial, non-financial and dis-benefits (continued)
12:12–13:06	Avoiding double counting and optimism bias
13:06–14:00	Workshop: Building a benefits map

Day 3: Measuring Benefits

09:00–09:54	Selecting meaningful benefit measures
09:54–10:48	Setting baselines, targets and timeframes
10:48–11:00	Data collection and attribution challenges
11:00–11:30	**Coffee break**
11:30–12:12	Data collection and attribution challenges (continued)
12:12–13:06	Benefits profiles and documentation
13:06–14:00	Exercise: Defining measures for a transformation programme

Day 4: Planning and Tracking Realisation

09:00–09:54	Benefits realisation plans and schedules
09:54–10:48	Business change required to realise benefits
10:48–11:00	Tracking benefits through stage gates
11:00–11:30	**Coffee break**
11:30–12:12	Tracking benefits through stage gates (continued)
12:12–13:06	Managing changes and risks that affect benefits
13:06–14:00	Case study: Realising benefits in a digital programme

Day 5: Reviewing and Embedding Value

09:00–09:54	Post-implementation and benefits reviews
09:54–10:48	Lessons learned and portfolio feedback
10:48–11:00	Embedding benefits management in governance



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11:00–11:30	**Coffee break**
11:30–12:12	Embedding benefits management in governance (continued)
12:12–13:06	Building a benefits culture in the organisation
13:06–14:00	Capstone: Benefits realisation plan for your initiative

The timings provided are estimates and may vary depending on the number of participants and the discussions taking place during the sessions. They are indicative only and do not constitute a binding commitment.

Dates, venues and fees

Current published course plans. Fees are per participant in EUR, excluding unconfirmed taxes.

Venue	Start date	End date	Fee (EUR)
Dubai Confirmed dates	16 Nov 2026	20 Nov 2026	**€3,150.-**
Online Confirmed dates	16 Nov 2026	20 Nov 2026	**€1,250.-**
Frankfurt Confirmed dates	7 Dec 2026	11 Dec 2026	**€2,650.-**
Online Confirmed dates	7 Dec 2026	11 Dec 2026	**€1,250.-**
Kuala Lumpur Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,450.-**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Paris Confirmed dates	4 Jan 2027	8 Jan 2027	**€2,860.–**
Online Confirmed dates	4 Jan 2027	8 Jan 2027	**€1,250.–**
Cape Town Confirmed dates	11 Jan 2027	15 Jan 2027	**€1,890.–**
Online Confirmed dates	11 Jan 2027	15 Jan 2027	**€1,250.–**
Istanbul Confirmed dates	18 Jan 2027	22 Jan 2027	**€2,650.–**
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,250.–**
Amsterdam Confirmed dates	1 Feb 2027	5 Feb 2027	**€2,540.–**
Online Confirmed dates	1 Feb 2027	5 Feb 2027	**€1,250.–**
Singapore Confirmed dates	15 Feb 2027	19 Feb 2027	**€2,820.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	15 Feb 2027	19 Feb 2027	**€1,250.–**
London Confirmed dates	1 Mar 2027	5 Mar 2027	**€2,450.–**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.–**
Barcelona Confirmed dates	8 Mar 2027	12 Mar 2027	**€2,840.–**
Online Confirmed dates	8 Mar 2027	12 Mar 2027	**€1,250.–**
Dubai Confirmed dates	15 Mar 2027	19 Mar 2027	**€3,150.–**
Online Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,250.–**
Frankfurt Confirmed dates	5 Apr 2027	9 Apr 2027	**€2,650.–**
Online Confirmed dates	5 Apr 2027	9 Apr 2027	**€1,250.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Kuala Lumpur Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,450.–**
Online Confirmed dates	19 Apr 2027	23 Apr 2027	**€1,250.–**
Paris Confirmed dates	3 May 2027	7 May 2027	**€2,860.–**
Online Confirmed dates	3 May 2027	7 May 2027	**€1,250.–**
Vienna Confirmed dates	10 May 2027	14 May 2027	**€2,940.–**
Online Confirmed dates	10 May 2027	14 May 2027	**€1,250.–**
Istanbul Confirmed dates	17 May 2027	21 May 2027	**€2,650.–**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.–**
Amsterdam Confirmed dates	7 Jun 2027	11 Jun 2027	**€2,540.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**€1,250.–**
Singapore Confirmed dates	21 Jun 2027	25 Jun 2027	**€2,820.–**
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,250.–**
London Confirmed dates	5 Jul 2027	9 Jul 2027	**€2,450.–**
Online Confirmed dates	5 Jul 2027	9 Jul 2027	**€1,250.–**
Cape Town Confirmed dates	12 Jul 2027	16 Jul 2027	**€1,890.–**
Online Confirmed dates	12 Jul 2027	16 Jul 2027	**€1,250.–**
Dubai Confirmed dates	19 Jul 2027	23 Jul 2027	**€3,150.–**
Online Confirmed dates	19 Jul 2027	23 Jul 2027	**€1,250.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Frankfurt Confirmed dates	2 Aug 2027	6 Aug 2027	**€2,650.-**
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,450.-**
Online Confirmed dates	16 Aug 2027	20 Aug 2027	**€1,250.-**
Paris Confirmed dates	6 Sept 2027	10 Sept 2027	**€2,860.-**
Online Confirmed dates	6 Sept 2027	10 Sept 2027	**€1,250.-**
Rome Confirmed dates	13 Sept 2027	17 Sept 2027	**€2,450.-**
Online Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,250.-**
Istanbul Confirmed dates	20 Sept 2027	24 Sept 2027	**€2,650.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	20 Sept 2027	24 Sept 2027	**€1,250.–**
Amsterdam Confirmed dates	4 Oct 2027	8 Oct 2027	**€2,540.–**
Online Confirmed dates	4 Oct 2027	8 Oct 2027	**€1,250.–**
Singapore Confirmed dates	18 Oct 2027	22 Oct 2027	**€2,820.–**
Online Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,250.–**
London Confirmed dates	1 Nov 2027	5 Nov 2027	**€2,450.–**
Online Confirmed dates	1 Nov 2027	5 Nov 2027	**€1,250.–**
Dubai Confirmed dates	15 Nov 2027	19 Nov 2027	**€3,150.–**
Online Confirmed dates	15 Nov 2027	19 Nov 2027	**€1,250.–**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Rome Confirmed dates	22 Nov 2027	26 Nov 2027	**€2,450.–**
Online Confirmed dates	22 Nov 2027	26 Nov 2027	**€1,250.–**
Frankfurt Confirmed dates	6 Dec 2027	10 Dec 2027	**€2,650.–**
Online Confirmed dates	6 Dec 2027	10 Dec 2027	**€1,250.–**
Kuala Lumpur Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,450.–**
Online Confirmed dates	13 Dec 2027	17 Dec 2027	**€1,250.–**



Course content

Plan your next step

Dates, availability, exact venue, taxes, inclusions and payment terms require written confirmation. This brochure is not a quotation, registration, booking confirmation or visa invitation. Participants receive a Smart Horizon certificate of attendance; programmes are not externally accredited and do not award a professional qualification or designation. Confirm arrangements before booking travel.

For group or in-house training, contact our learning team to discuss your objectives and delivery arrangements.

Contact Smart Horizon

info@smart-horizon.eu
Amsterdam
The Netherlands

View the latest course details online