

PROJECT MANAGEMENT | COURSE BROCHURE

Benefits Realisation Management

5 days | Classroom training | English

SMART HORIZON

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Course content

Why attend

Projects are justified by benefits, yet many organisations never check whether the promised benefits arrive. This course explains how to identify, map, measure and realise benefits: building benefits maps, assigning owners, setting baselines and targets, managing change to unlock benefits and reviewing realisation after delivery.

Delivering on time and budget is pointless if the benefits never materialise. You will learn to keep projects focused on outcomes.

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

Benefits mapping workshops, measurement design exercises, case studies and portfolio review simulations.

Course objectives

By the end of this course, participants will be able to:
• Explain benefits management principles
• Identify and map benefits to outputs and changes
• Define measures, baselines and targets
• Assign benefit owners and responsibilities
• Track benefits during and after delivery
• Embed benefits management in governance

Target audience

This course is suitable for:
• Project and programme managers
• Business change managers
• PMO staff
• Project sponsors
• Finance business partners



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Target competencies

Participants will develop competencies in:

- Benefits mapping
- Measurement design
- Ownership allocation
- Benefits tracking
- Outcome focus

Course outline

Day 1: Why Benefits Matter

09:00–10:08	Outputs, outcomes and benefits
10:08–11:00	Benefits life cycle
11:00–11:30	**Coffee break**
11:30–11:45	Benefits life cycle (continued)
11:45–12:53	Common failures
12:53–14:00	Case study

Day 2: Identifying Benefits

09:00–10:08	Benefits workshops
10:08–11:00	Benefits mapping
11:00–11:30	**Coffee break**
11:30–11:45	Benefits mapping (continued)
11:45–12:53	Dis-benefits
12:53–14:00	Workshop: benefits map

Day 3: Measuring Benefits

09:00–10:08	Measures and baselines
10:08–11:00	Targets and timing
11:00–11:30	**Coffee break**



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11:30–11:45	Targets and timing (continued)
11:45–12:53	Attribution
12:53–14:00	Exercise: measurement plan

Day 4: Realising Benefits

09:00–10:08	Owners and responsibilities
10:08–11:00	Business change
11:00–11:30	**Coffee break**
11:30–11:45	Business change (continued)
11:45–12:53	Tracking and reporting
12:53–14:00	Simulation

Day 5: Governance

09:00–10:08	Benefits in business cases
10:08–11:00	Post-implementation reviews
11:00–11:30	**Coffee break**
11:30–11:45	Post-implementation reviews (continued)
11:45–12:53	Portfolio view
12:53–14:00	Action plan

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.



Course content

Dates, venues and fees

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

Venue	Start date	End date	Fee (EUR)
Rome Confirmed dates	9 Nov 2026	13 Nov 2026	**€2,450.-**
Online Confirmed dates	9 Nov 2026	13 Nov 2026	**€1,250.-**
Vienna Confirmed dates	23 Nov 2026	27 Nov 2026	**€2,940.-**
Online Confirmed dates	23 Nov 2026	27 Nov 2026	**€1,250.-**
Cape Town Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,890.-**
Online Confirmed dates	14 Dec 2026	18 Dec 2026	**€1,250.-**
Dubai Confirmed dates	18 Jan 2027	22 Jan 2027	**€3,150.-**
Online Confirmed dates	18 Jan 2027	22 Jan 2027	**€1,250.-**
Rome Confirmed dates	8 Feb 2027	12 Feb 2027	**€2,450.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	8 Feb 2027	12 Feb 2027	**€1,250.-**
Kuala Lumpur Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,450.-**
Online Confirmed dates	1 Mar 2027	5 Mar 2027	**€1,250.-**
London Confirmed dates	15 Mar 2027	19 Mar 2027	**€2,450.-**
Online Confirmed dates	15 Mar 2027	19 Mar 2027	**€1,250.-**
Barcelona Confirmed dates	5 Apr 2027	9 Apr 2027	**€2,840.-**
Online Confirmed dates	5 Apr 2027	9 Apr 2027	**€1,250.-**
London Confirmed dates	26 Apr 2027	30 Apr 2027	**€2,450.-**
Online Confirmed dates	26 Apr 2027	30 Apr 2027	**€1,250.-**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Cape Town Confirmed dates	17 May 2027	21 May 2027	**€1,890.–**
Online Confirmed dates	17 May 2027	21 May 2027	**€1,250.–**
Rome Confirmed dates	7 Jun 2027	11 Jun 2027	**€2,450.–**
Online Confirmed dates	7 Jun 2027	11 Jun 2027	**€1,250.–**
Cape Town Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,890.–**
Online Confirmed dates	21 Jun 2027	25 Jun 2027	**€1,250.–**
Istanbul Confirmed dates	12 Jul 2027	16 Jul 2027	**€2,650.–**
Online Confirmed dates	12 Jul 2027	16 Jul 2027	**€1,250.–**
Frankfurt Confirmed dates	2 Aug 2027	6 Aug 2027	**€2,650.–**



Course content

Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Online Confirmed dates	2 Aug 2027	6 Aug 2027	**€1,250.-**
Amsterdam Confirmed dates	23 Aug 2027	27 Aug 2027	**€2,540.-**
Online Confirmed dates	23 Aug 2027	27 Aug 2027	**€1,250.-**
Dubai Confirmed dates	13 Sept 2027	17 Sept 2027	**€3,150.-**
Online Confirmed dates	13 Sept 2027	17 Sept 2027	**€1,250.-**
Barcelona Confirmed dates	27 Sept 2027	1 Oct 2027	**€2,840.-**
Online Confirmed dates	27 Sept 2027	1 Oct 2027	**€1,250.-**
Dubai Confirmed dates	18 Oct 2027	22 Oct 2027	**€3,150.-**
Online Confirmed dates	18 Oct 2027	22 Oct 2027	**€1,250.-**



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Dates, venues and fees (continued)

Venue	Start date	End date	Fee (EUR)
Paris Confirmed dates	8 Nov 2027	12 Nov 2027	**€2,860.-**
Online Confirmed dates	8 Nov 2027	12 Nov 2027	**€1,250.-**
Vienna Confirmed dates	29 Nov 2027	3 Dec 2027	**€2,940.-**
Online Confirmed dates	29 Nov 2027	3 Dec 2027	**€1,250.-**

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

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