



## Business Analysis Body of Knowledge (BABOK): Mastering Core Techniques, Requirements & Strategy



**AGILE LEADERS**  
Training Center

## Business Analysis Body of Knowledge (BABOK): Mastering Core Techniques, Requirements & Strategy

### Course Overview:

The course is an intensive 5-day program for professionals aiming to align with IIBA standards and master covers six key areas: Business Analysis Planning & , itbusiness analysis techniques. Based on BABOK v3 Monitoring, Elicitation & Collaboration, Requirements Lifecycle Management, Strategy Analysis, Requirements Analysis & Design Definition, and Solution Evaluation. Participants will learn to engage stakeholders, manage -requirements, and evaluate solutions using tools like SWOT analysis and business process modeling. This hands on course prepares learners for CBAP and CCBA exams in both Agile and traditional environments.

### Target Audience:

- Business Analysts
- Project Managers
- Requirements Engineers
- Product Owners
- Business Consultants
- Process Improvement Specialists
- IT Analysts

### Targeted Organizational Departments:

- Strategy & Planning
- Information Technology
- Product Development
- Operations & Process Improvement
- Compliance & Risk Management
- Quality Assurance

### Targeted Industries:

- Financial Services
- Healthcare
- Government & Public Sector
- Technology & Software
- Telecommunications
- Energy & Utilities
- Manufacturing

## Course Offerings:

By the end of this course, participants will be able to:

- Apply the BABOK v3 framework to real-world analysis scenarios
- Elicit, document, and manage business requirements effectively
- Perform stakeholder engagement and impact analysis
- Develop business cases, SWOT analysis, and process models
- Evaluate solution performance with KPIs and decision models
- Design requirement specifications using user stories, use cases, and prototypes
- Align business analysis with Agile and IT perspectives
- Prepare for CBAP & CCBA certification exams

## Training Methodology:

This course adopts a blended learning model that combines instructor-led training with case studies, simulations, and interactive discussions. Daily sessions include workshops that mimic real business analysis challenges. Group activities encourage collaborative problem-solving, and participants will engage in stakeholder role-play, SWOT workshops, wireframing exercises, and process modeling labs.

## Course Toolbox:

- BABOK v3 Guide Digital Copy
- Requirements Templates BRD, FRD
- Stakeholder Analysis Matrix
- SWOT & Root Cause Analysis Worksheets
- Use Case & User Story Templates
- Wireframing & Prototyping Methods
- Business Process Modeling Notation BPMN Toolkit
- Exam Prep Sample Questions for CBAP & CCBA

## Course Agenda:

### Day 1: Foundations and Core Concepts

- Introduction to BABOK v3 Structure and Certification Paths **Topic 1:**
- Business Analysis Key Concepts and Core Competencies **Topic 2:**
- Business Analysis Planning and Monitoring Techniques **Topic 3:**
- Planning BA Approach, Governance, and Performance Monitoring **Topic 4:**
- Stakeholder Identification and Engagement Strategies **Topic 5:**
- Needs Assessment and Business Problem Definition **Topic 6:**
- Summary of foundational BA concepts and planning Methods **Reflection & Review:**

## Day 2: Elicitation and Collaboration

- Introduction to Elicitation and Collaboration Knowledge Area Topic 1: •
- Preparing for Elicitation □ Techniques and Planning Methods Topic 2: •
- Conducting Elicitation □ Interviews, Workshops, Observations Topic 3: •
- Confirming and Communicating Elicitation Results Topic 4: •
- Stakeholder Collaboration and Conflict Management Topic 5: •
- Applying Elicitation in Agile and Hybrid Projects Topic 6: •
- Best practices in capturing and refining stakeholder needs Reflection & Review: •

## Day 3: Requirements Lifecycle Management & Strategy

- Managing Requirements Traceability and Reuse Topic 1: •
- Assessing Requirements Changes and Managing Conflicts Topic 2: •
- Strategy Analysis □ Current State and Future State Modeling Topic 3: •
- Risk Analysis, SWOT Analysis, and Root Cause Techniques Topic 4: •
- Defining Business Needs and Business Case Development Topic 5: •
- Aligning Strategy Analysis with Enterprise Architecture Topic 6: •
- Real-world case discussions on strategic analysis Reflection & Review: •

## Day 4: Requirements Analysis and Design Definition

- Specifying and Modeling Requirements Textual, Visual, Matrix Topic 1: •
- Verifying and Validating Requirements Topic 2: •
- Use Cases, User Stories, and Acceptance Criteria Topic 3: •
- Process Modeling DFDs, BPMN and Functional Decomposition Topic 4: •
- Wireframes, Prototypes, and Interface Requirements Topic 5: •
- Prioritizing Requirements for Value Delivery Topic 6: •
- Evaluation of design models and stakeholder feedback Reflection & Review: •

## Day 5: Solution Evaluation and Exam Prep

- Measuring Solution Performance KPIs, Balanced Scorecards Topic 1: •
- Analyzing Performance Measures and Recommendations Topic 2: •
- Addressing Limitations in the Solution or Enterprise Topic 3: •
- Agile, BI, and Business Architecture Perspectives Topic 4: •
- CBAP & CCBA Exam Prep Strategies and Mock Practice Topic 5: •
- Final Capstone Case Presentation by Participants Topic 6: •
- Consolidation, certification planning, and course wrap-up Reflection & Review: •

FAQ:

What specific qualifications or prerequisites are needed for participants before enrolling in the course?

No formal prerequisites are required. However, a background in business, IT, or project management is beneficial. Familiarity with basic analysis or stakeholder interaction is recommended for better learning outcomes.

How long is each day's session, and is there a total number of hours required for the entire course?

Each day's session is generally structured to last around 4-5 hours, with breaks and interactive activities included. The total course duration spans five days, approximately 20-25 hours of instruction.

What is the difference between "Requirements Analysis" and "Design Definition" in the BABOK?

According to the BABOK, Requirements Analysis involves structuring and organizing requirements, while Design Definition focuses on defining potential solutions and validating those against business needs.

How This Course is Different from Other Business Analysis Body of Knowledge Courses:

This course uniquely follows the BABOK v3 structure and integrates core and advanced techniques aligned with BABOK Certification Training, Requirements Specification, Business Rule IIBA certifications. It combines into one curriculum. The training is experiential, focusing on practical applications Agile Perspective and Analysis, such as process modelling, decision trees, user story creation, and SWOT analysis. It bridges theory and certification with exam preparation for CBAP and CCBA, offering personalised guidance and case-based learning.



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## فئات الدورات التدريبية



HR TRAINING & DEVELOPMENT

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دورات إدارة و تحليل البيانات ودورات علم البيانات



دورات إدارة الجودة وتطوير العمليات



الدورات التدريبية في مجال البيئة والاستدامة



دورات التسويق وإدارة علاقات العملاء وإدارة المبيعات



دورات التدريب القانوني والمشتريات والتعاقدات



دورات الاتصال الجماهيري و السياسات والعلاقات العامة



دورات الذهن السيرياني ودورات تقنية المعلومات



دورات الصيانة ودورات المجالات الهندسية المتنوعة



دورات الصحة والسلامة والذهن المهني



دورات السكرتارية و إدارة المكاتب



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دورات الحاسبة و التمويل و دورات الإدارة  
المالية



دورات مكتب إدارة المشاريع وإدارة المشاريع  
الرشيقة



دورات معتمدة من قبل هيئات دولية

## مدن التدريب



اسطنبول - تركيا



أهستردام - هولندا



أكرا - غانا



أثينا - اليونان



الرياض - المملكة العربية السعودية



الدوحة - قطر



الدار البيضاء - المغرب



الجبيل - المملكة العربية السعودية



باريس - فرنسا



المنامة - مملكة البحرين



الكويت - الكويت



القاهرة - مصر



براغ - جمهورية التشيك



بانكوك - تايلاند



بالي - جمهورية إندونيسيا



باكو - أذربيجان

## مدن التدريب



جاكرتا - جمهورية إندونيسيا



تبليسي - جورجيا



بوكيت - تايلاند



برشلونة - إسبانيا



روما - إيطاليا



دبي - الإمارات العربية المتحدة



جوهانسبرغ - جنوب إفريقيا



جنيف - سويسرا



شرم الشيخ - مصر



سيول - كوريا الجنوبية



سان دييغو - الولايات المتحدة الأمريكية



زنجبار - تنزانيا



طوكيو - اليابان



طشقند - أوزبكستان



طرابزون - تركيا



شيكاغو - الولايات المتحدة الأمريكية

## مدن التدريب



كوالالمبور - ماليزيا



فيينا - النمسا



عن بعد - منصة زووم



عمان - المملكة الأردنية الهاشمية



ماربيا - اسبانيا



لندن - المملكة المتحدة



لانكاوي - ماليزيا



كيب تاون - جنوب إفريقيا



ميلان - إيطاليا



مونترنو - سويسرا



مسقط - سلطنة عمان



مدريد - إسبانيا



نيس - فرنسا



نairobi - كينيا



ميونخ - ألمانيا

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



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