



# WORKSHOP BUSINESS CASES IN PRACTICE

## THE QTC EDUCATION PROGRAM SUPPORTING QUEENSLAND'S PUBLIC SECTOR THROUGH SPECIALIST DEVELOPMENT

**Business Cases in Practice** is a one day workshop that will provide you with the skills and knowledge you need to develop and analyse robust and effective business cases for your project proposals.

The workshop combines class discussions with practical exercises, giving you the opportunity to apply the techniques you learn in real-life context. The material is presented in an easy-to-understand manner and contextualised for the public sector.

### WHO IS THIS WORKSHOP RECOMMENDED FOR?

The workshop is designed to assist those responsible for project evaluation and business case development and review – including board members, chief executive officers, financial and treasury managers, and professional officers. No prior knowledge of the topics is assumed, although participants with prior experience may find the workshop useful to refresh or extend their knowledge.

### WHAT YOU WILL LEARN

At the completion of the workshop, participants will be able to:

- Understand financial governance frameworks and their importance to strategic project evaluation
- Identify the key inputs of a business case
- Apply efficient needs and options analysis
- Execute a simple NPV calculation
- Defend a project recommendation

### TOPICS COVERED

- What are the business cases about and why are they important
- Where business cases fit in project evaluation frameworks
- Key terminology
- Various sections of the business case, including:
  - Options analysis
  - Risk and stakeholder analysis
  - Cost benefit analysis (i.e. NPV, sensitivity)
  - Funding options
  - Recommendations

### DURATION

1 day

### LOCATION

The University of Queensland  
Business School  
Level 6, 293 Queen Street  
Brisbane CBD

### GRADUATE CERTIFICATE PATHWAY

This workshop could contribute toward a Graduate Certificate in Business Leadership (Public Sector Finance).

To find out how to enrol in the graduate certificate program, visit [clients.qtc.com.au/education](https://clients.qtc.com.au/education)

## WORKSHOP OVERVIEW

- What are business cases and why are they important?
- Understanding the motivation for best practice
- Where business cases fit within the various public sector investment frameworks
- A closer look at some of the important sections of a typical business case, including:
  - Setting the scene
  - Option analysis
  - Risk and stakeholder analysis
  - Cost-benefit analysis including forecasting, WOLC, NPV and sensitivity analysis
  - Funding options
  - Ranking and recommendations

## PRACTICAL EXERCISES

Participants will work individually and in small teams exercises to evaluate and apply the various methodologies and techniques covered in the discussions to develop and be able to analyse a robust business case. The exercises will provide a valuable insight into why and how a robust evaluation process is essential to ensure value for money. You will observe how spreadsheets can be used to perform financial analysis.



## CONTINUING PROFESSIONAL DEVELOPMENT

Completion of QTC Education Program workshops may be recognised for the purpose of continuing professional development hours for members of the Australian Institute of Company Directors (AICD), CPA Australia, Chartered Accountants Australia and New Zealand (CA), Financial Services Institute of Australasia (FINSIA), Governance Institute of Australia, and other professional bodies and associations.

## ABOUT US

Queensland Treasury Corporation and The University of Queensland Business School have come together to develop and deliver leading financial education and training courses to the Queensland public sector.

## QUEENSLAND TREASURY CORPORATION

As the Queensland Government's central financing authority, Queensland Treasury Corporation (QTC) plays a pivotal role in securing the State's financial success. With a focus on whole-of-State outcomes, QTC provides a range of financial services to the State and its public sector entities, including local governments.

These services include:

- debt funding and management
- cash management facilities
- financial risk management advisory services
- specialist public finance education.

## THE UNIVERSITY OF QUEENSLAND

The University of Queensland (UQ) has maintained a global reputation for creating positive change by delivering knowledge leadership for a better world.

UQ Business School is independently ranked as one of the top business schools in Australia and among the leading institutions worldwide.

The Business School fosters courageous thinkers and empower students and staff to positively transform business and society. Our global industry connections, cutting-edge research and celebrated educators shape our transformative programs and custom education options.

## HOW TO REGISTER

Visit [clients.qtc.com.au/education](https://clients.qtc.com.au/education) to register for this workshop.

Alternatively, contact our education team on **1800 974 551** or at [qtceducation@uq.edu.au](mailto:qtceducation@uq.edu.au) if you have any further questions.