



## COURSE OVERVIEW PM0002 Business Case Development

### Course Title

Business Case Development

### Course Date/Venue

August 04-08, 2025/Glasshouse Meeting Room, Grand Millennium Al Wahda Hotel, Abu Dhabi, UAE

### Course Reference

PM0002



### Course Duration/Credits

Five days/3.0 CEUs/30 PDHs

### Course Description



***This practical and highly-interactive course includes real-life case studies and exercises where participants will be engaged in a series of interactive small groups and class workshops.***



The development of the business case is critical to a project as this is the go, no go for a project. All organizations must have growth that comes from profit and making the correct business decisions. Business decision's roots are in the business case.



This course will explain the nature of an organization in the economy where the right decision will lead to growth and the wrong decision will lead to the collapse of an organization.

The course will explain on how the economy works and the critical part that business plays in the growth of a national economy. The goal of this course is growth of an organization and growth to the economy. Get the best business case in place and grow the organization and the economy.

### **Course Objectives**

Upon the successful completion of this course, each participant will be able to:-

- Apply and gain an in-depth knowledge on business case development
- Describe the economy and the role of successful organizations in the national economy
- Define profit and explain how it is use in an organization
- Discuss project and its process as well as estimate project costs and create project budget
- Construct and create unbeatable business case and enumerate important questions
- Present business case and explain product life cycle including post investment review (PIR)
- Employ close-out reports, close procurement, integration of business case and communications

### **Exclusive Smart Training Kit - H-STK®**



*Participants of this course will receive the exclusive “Haward Smart Training Kit” (H-STK®). The H-STK® consists of a comprehensive set of technical content which includes **electronic version** of the course materials conveniently saved in a **Tablet PC**.*

### **Who Should Attend**

This course intended for project managers, project management office managers, departmental managers and business analysts.

### **Training Methodology**

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

- 30% Lectures
- 20% Practical Workshops & Work Presentations
- 30% Hands-on Practical Exercises & Case Studies
- 20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

### **Course Fee**

**US\$ 5,500** per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

### **Course Certificate(s)**

Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours.

### **Certificate Accreditations**

Haward's certificates are accredited by the following international accreditation organizations: -

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British Accreditation Council (BAC)

Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. Haward's certificates are internationally recognized and accredited by the British Accreditation Council (BAC). BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

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The International Accreditors for Continuing Education and Training (IACET - USA)

Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units** (CEUs) in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

Haward Technology Middle East will award **3.0 CEUs** (Continuing Education Units) or **30 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant's involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant's CEU and PDH Transcript of Records upon request.

### **Accommodation**

Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.





### Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:



**Mr. Pan Kidis, MBA, BSc**, is a **Senior Project & Management Consultant** with over **30 years** of extensive experience in **Project Scheduling & Cost Control, Project Planning, Scheduling & Cost Control Professional, Production Planning & Scheduling, Administration Skills, Project Management Essentials, Project Management Compliance, Strategic Planning, Mastering Contract Preparation, Contract and Risk Management, Value Engineering, Negotiation & Administration Techniques, Office Management Skills, Survey Skills, Interviewing Skills, Interpersonal Skills, Communication Skills, Negotiation Skills, Presentation Skills, Manager Skills, Supervisory & Management Skills, Counselling Skills, Leadership Skills, Office Management, Code of Conduct, Train the Trainer, Logistics & Transportation Planning Methods, Forecasting Logistics Demands, Visual Network Model, Logistics Operations, Strategic Transport Planning, Transport System, Fleet Planning, Routing & Scheduling, Transport Cost Concepts & Elements, Costing Vehicles & Trips, Tariff Fixing, Supply Chain & Operations Management, Logistics & Production Planning, Cost Reduction Techniques, Inventory Management, Business Analysis, Risk Management, Production Management, Warehouse Management, Production Planning, Material Requirement Planning, Budgeting, Production & Shop Floor Scheduling, Cost Analysis, Database Design & Implementation, Business Administration, Production Data Acquisition & Analysis, Industrial Logistics, Process Improvement, Team Leadership & Training, Textile Manufacturing, Staff Reduction, Warehouse and Shipping**. Further, he is also well-versed in **Cash Flow Management, Decision Making Techniques, Production & Product Inventory Control, Inventory Analysis Tools, Stock Management Techniques, Material Handling, Process Improvement & Equipment Selection, Costing & Budgeting, Wastewater Treatment Plant Monitoring & Control, Volume Tank Measurements, Data Acquisition and Energy Conservation**. He is currently the **Business Analyst** of Diasfalis Ltd. wherein he is responsible in the design of the proposed business model and develop and evaluate new applications.

Mr. Kidis had occupied several significant positions as the **Supply Chain Manager, Production Planning & Logistics Manager, Purchasing Office Manager, Project Manager, Assistant Dyeing Manager, Production Supervisor, Production Coordinator** and Design & Analysis Intern for various international companies such as the Hellenic Fabrics, **AKZO Chemicals Ltd.** and **EKO Refinery** and Greek Navy Force.

Mr. Kidis has a **Master's** degree in **Business Administration** from the **University of Kent, UK** and a **Bachelor** degree in **Chemical Engineering** from the **Aristotle University of Thessaloniki, Greece**. Further, he is a **Certified Instructor/Trainer**, a **Certified Internal Verifier/Assessor/Trainer** by the **Institute of Leadership & Management (ILM)** and has delivered numerous trainings, courses, workshops, seminars and conferences internationally.

### **Course Program**

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the course for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

#### **Day 1: Monday, 04<sup>th</sup> of August 2025**

0730 – 0800	Registration & Coffee
0800 – 0815	Welcome & Introduction
0815 – 0830	<b>PRE-TEST</b>
0830 – 0930	<b>How the Economy Works?</b>
0930 – 0945	Break
0945 – 1030	<b>What is Profit? &amp; Why is it Important?</b>
1030 – 1230	<b>What is a Project?</b>
1230 – 1245	Break
1245 – 1420	<b>The Project Process</b>
1420 – 1430	<b>Recap</b>
1430	Lunch & End of Day One

#### **Day 2: Tuesday, 05<sup>th</sup> of August 2025**

0730 – 0930	<b>Estimating Project Costs</b>
0930 – 0945	Break
0945 – 1100	<b>Estimating Project Costs (cont'd)</b>
1100 – 1230	<b>Creating a Project Budget</b>
1230 – 1245	Break
1245 – 1420	<b>Creating a Project Budget (cont'd)</b>
1420 – 1430	<b>Recap</b>
1430	Lunch & End of Day Two

#### **Day 3: Wednesday, 06<sup>th</sup> of August 2025**

0730 – 0930	<b>What is Business Case &amp; Why a Business Case?</b>
0930 – 0945	Break
0945 – 1130	<b>Creation of Business Case</b>
1130 – 1230	<b>Important Questions to the Business Case</b>
1230 – 1245	Break
1245 – 1420	<b>Presentation of Business Case (Activity)</b>
1420 – 1430	<b>Recap</b>
1430	Lunch & End of Day Three

#### **Day 4: Thursday, 07<sup>th</sup> of August 2025**

0730 – 0930	<b>Product Life Cycle</b>
0930 – 0945	Break
0945 – 1130	<b>Project Life Cycle</b>
1130 – 1230	<b>Post Investment Review (PIR)</b>
1230 – 1245	Break
1245 – 1420	<b>Practical Exercises</b>
1420 – 1430	<b>Recap</b>
1430	Lunch & End of Day Four



**Day 5: Friday, 08<sup>th</sup> of August 2025**

0730 – 0930	<i>Close Out Reports</i>
0930 – 0945	<i>Break</i>
0945 – 1130	<i>Close Procurement</i>
1130 – 1230	<i>Integration of Business Case &amp; The Close Reports</i>
1230 – 1245	<i>Break</i>
1245 – 1345	<i>Communications</i>
1345 – 1400	<i>Course Conclusion</i>
1400 – 1415	<i>POST-TEST</i>
1415 – 1430	<i>Presentation of Course Certificates</i>
1430	<i>Lunch &amp; End of Course</i>

**Practical Sessions**

This practical and highly-interactive course includes real-life case studies and exercises:-



**Course Coordinator**

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