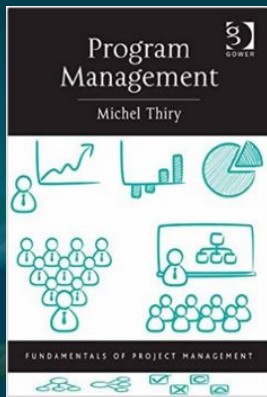
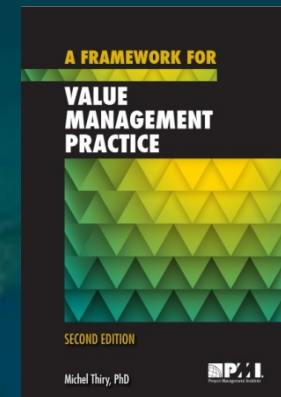


Michel Thiry
PhD, PMP, FAPM, PMI Fellow
presents:

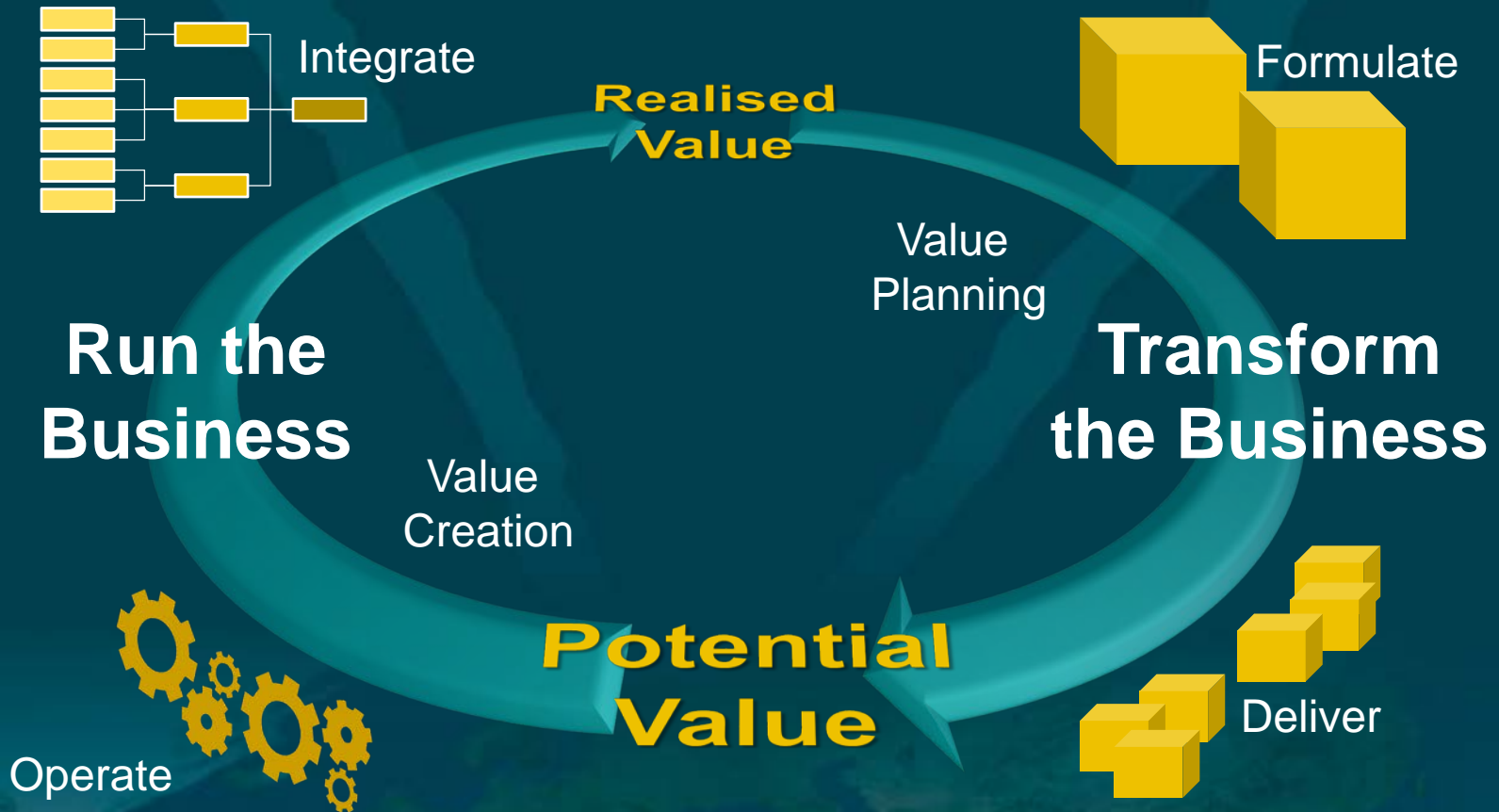
Strategic Value Management



Valense
Organizational Consultants
www.valense.com



Potential vs. Realized Value



*“Track benefits realization past the end of a project through operations to verify return on investment.”**

What is Value ... in Business?



Fit with Expectations



Capability to deliver

Realized Value

Measuring the Value of Business Initiatives



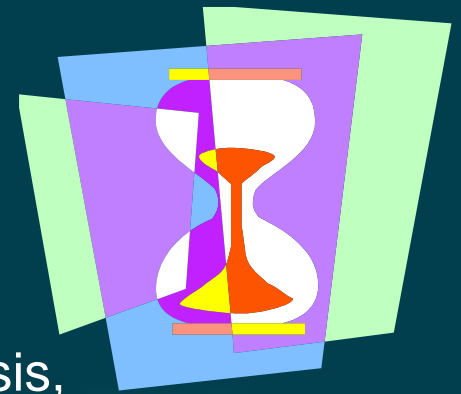
$$BV = OB - EB \geq 0$$

$$CV = AC - RC \geq 0$$

VALUE: a positive outcome that stems from the use of a product or capability

Balancing 4 Key Concepts

- Value Culture
 - Change & knowledge management based on value concepts: innovation and benefits/achievability ratio.
- Cross-functional teams
 - Enables a wider perspective, sharing of views and increased knowledge of a situation.
- Structured decision process
 - Based on alternate use of creativity and analysis, time effective and focused on objectives.
- Use of functions
 - Benefits expressed in terms of purpose rather than features, enables identification of wider range of possible options.



Evolution of Value Management

