

Recommend Actions to Increase Solution Value



Purpose or Need

To understand the factors that create differences between the potential and actual value and to recommend a course of action to align them.



Value

A compiled list of recommendations to maximize solution performance and value realization.



Solution

Recommendation of what should be done to improve the solution's value within the enterprise.



Techniques

Frequently used techniques:

- [Decision Analysis](#);
- [Financial Analysis](#);
- [Prioritization](#);
- [Process Analysis](#);
- [Risk Analysis and Management](#).

Refer to the [BABOK Guide v3](#) for the complete list of techniques.



Stakeholder

Typically involves sponsors, subject matter experts, customers, end users, and any additional stakeholders identified.



Description of Change

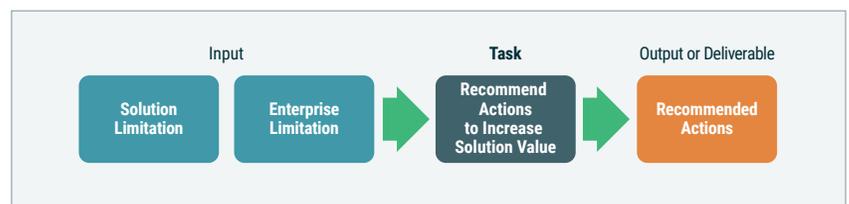
Recommend Actions to Increase Solution Value identifies and defines recommendations the enterprise can take to increase the value a solution can deliver. This may include removing, improving, replacing, or retiring existing solution elements. It could also include taking no action.

Reference (Guidelines and Tools)

The following resources, if they exist, can be used to transform the inputs into the outputs:

- Business Objectives;
- Current State Description;
- Solution Scope.

Task Inputs and Outputs



Consider...

Regardless of the approach used, effective business analysis can help create greater value by recommending actions to address both solution and enterprise limitations.

Example: Consider an underperforming solution that has a large technology component. Well-developed recommendations could include redesigning processes, developing training modules, or creating learning materials, as well as addressing non-functional requirements such as data latency and data quality.

See [BABOK Guide – 11.3 The Information Technology Perspective](#)

Certifications: CCBA, CBAP – Refer to the [BABOK® Guide](#) for study purposes

© 2022 International Institute of Business Analysis.