Business Analysis for Presales Professionals

Welcome to the course!

Unlock the potential of Pre-Sales Business Analysis with our comprehensive course designed for aspiring Pre-Sales Business Analysts and professionals. In today's dynamic business landscape, the ability to gather requirements, conduct stakeholder analysis, and create effective UMLs (Unified Modeling Language) and wireframes is crucial for success.

Pre-sales business analysis is like being a detective for companies. We investigate what a company needs and the problems it faces. Then, we come up with smart solutions and tools to make their decisions better. We look at how the company is set up, its ways of doing things, and find areas that could work better. It's all about helping them see clearer and make smarter choices.

Are you ready to embark on an exciting journey? This course is not just about learning; it's about applying your knowledge to solve real-world challenges and drive positive change. the tools, techniques, and best practices essential for thriving in the Pre-Sales Business Analysis arena.

10PEARLS UNIVERSITY

Module 1

Fundamentals of Pre-sales
• Definition and Scope in PreSale
• Roles and Responsibilities of PreSales BA
• Importance of PreSales BA for Organizations

Module 2

Process of Presales
• Understand the Process of PreSale

Module 3

Business Analysis Framework
• Stakeholder Analysis
• SOWT Analysis and Perform Gap Analysis

Module 4

Visual Modeling Tools and Techniques for Business Analyst
• UML Essentials
• Wireframing Fundamentals