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Course Name

IIBA® Entry Certificate in Business Analysis (ECBA™)

Sector Name

Internationally Certified Training Programs

Document Type

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Course Introduction

This course provides participants with the foundational knowledge and essential skills required for effective business analysis according to the IIBA® BABOK® Guide v3.

It prepares professionals for the IIBA® ECBA™ certification exam, focusing on understanding key business analysis concepts, tasks, knowledge areas, and techniques.

Through discussions, real-world case studies, and practical exercises, participants will learn how to identify business needs, elicit and analyse requirements, and contribute to delivering business value within their organizations

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Target Audience

- ✓ Aspiring Business Analysts
- ✓ Junior Analysts and Coordinators
- ✓ Project Team Members
- ✓ IT, Operations, and HR professionals transitioning into business analysis roles
- ✓ Anyone preparing for the IIBA® ECBA™ certification

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Learning Objectives

- ✓ Understand the role, competencies, and mindset of a business analyst.
- ✓ Explain and apply the BABOK® Guide v3 knowledge areas.
- ✓ Identify and categorize business requirements and stakeholders.
- ✓ Apply elicitation, analysis, and documentation techniques effectively.
- ✓ Understand key business analysis tools, models, and methods.
- ✓ Prepare for and confidently attempt the IIBA® ECBA™ certification exam.

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Course Outline

✓ DAY 01

Introduction to Business Analysis & the BABOK Framework

- ✓ Overview of Business Analysis profession
- ✓ The role and responsibilities of a Business Analyst
- ✓ IIBA® certification framework (ECBA™, CCBA™, CBAP™)
- ✓ Introduction to the BABOK® Guide v3 structure
- ✓ Core Concept Model (BACCM)
- ✓ Business Analysis Key Terms
- ✓ Business Analysis Planning & Monitoring overview
- ✓ Case study: Understanding business needs

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Course Outline

✓ Day 02

Business Analysis Planning & Stakeholder Engagement

- ✓ Planning business analysis approach
- ✓ Identifying business stakeholders
- ✓ Performing stakeholder analysis
- ✓ Defining governance and communication plans
- ✓ Managing business analysis information
- ✓ Introduction to business requirements lifecycle
- ✓ Stakeholder collaboration and communication techniques
- ✓ Practical Exercise: Stakeholder analysis workshop

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Course Outline

✓ Day 03

Elicitation & Requirements Lifecycle Management

- ✓ Preparing and conducting elicitation activities
- ✓ Techniques: Interviews, workshops, surveys, observation, brainstorming
- ✓ Confirming and documenting elicitation results
- ✓ Managing requirements traceability and prioritization
- ✓ Approving and maintaining requirements
- ✓ Case Study: Managing evolving requirements

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Course Outline

✓ Day 04

Strategy Analysis & Requirements Analysis and Design Definition

- ✓ Understanding business needs and defining future state
- ✓ Conducting current state analysis
- ✓ Assessing risks and defining business objectives
- ✓ Defining requirements architecture
- ✓ Specifying and modelling requirements (process flows, use cases, user stories)
- ✓ Verifying and validating requirements
- ✓ Practical Exercise: Creating a requirements model

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Course Outline

✓ Day 05

Solution Evaluation, Techniques & Exam Preparation

- ✓ Measuring solution performance
- ✓ Analyzing performance gaps and recommending improvements
- ✓ Common BA tools and templates (SWOT, PESTLE, RACI, SIPOC, BPMN)
- ✓ Overview of 50+ techniques in BABOK®
- ✓ Review of all Knowledge Areas
- ✓ ECBA™ exam structure, format, and question strategies
- ✓ Mock test and review session
- ✓ Q&A and final readiness check

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Nov. 16, 2026	Nov. 18, 2026	3 days	3250.00 \$	UAE , Dubai
Sept. 27, 2026	Oct. 1, 2026	5 days	2150.00 \$	Virtual , Online
Nov. 2, 2026	Nov. 6, 2026	5 days	4950.00 \$	England , London
April 4, 2027	April 8, 2027	5 days	4250.00 \$	KSA , Riyadh
May 23, 2027	May 25, 2027	3 days	3250.00 \$	KSA , Riyadh

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