

5-Day Training Agenda

Pipeline Risk Assessment (Quantitative and Qualitative Methods)

Duration: 5 Days (8 Hours per Day)

Day 1: Introduction to Pipeline Risk Assessment

Fundamentals of Risk Management

- What is Risk?
- Types of Risks
- Risk vs. Uncertainty
- Importance of Risk Assessment
- Risk Management Framework

Understanding Pipelines

- Business Process Pipelines
- Project Pipelines
- Sales Pipelines
- Operational Pipelines
- Supply Chain Pipelines

Introduction to Pipeline Risk

- Internal Risks
- External Risks
- Financial Risks
- Operational Risks
- Compliance Risks
- Technology Risks
- Human Resource Risks

Risk Identification Techniques

- Brainstorming
- Interviews
- Workshops
- Checklists
- Historical Data Review
- SWOT Analysis

Practical Exercise

- Identify risks in a sample business pipeline.
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Day 2: Qualitative Risk Assessment Methods

Qualitative Risk Assessment Fundamentals

- Purpose and Benefits
- Risk Categories
- Risk Prioritization

Risk Identification Frameworks

- Risk Breakdown Structure (RBS)
- Cause-and-Effect Analysis
- Fishbone Diagram
- Process Mapping

Risk Rating

- Probability Assessment
- Impact Assessment
- Risk Matrix
- Risk Heat Maps

Risk Registers

- Components of a Risk Register
- Documenting Risks
- Risk Ownership
- Risk Monitoring

Practical Exercise

- Build a Risk Register and Risk Matrix for a business scenario.
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Day 3: Quantitative Risk Assessment Methods

Introduction to Quantitative Risk Analysis

- Difference Between Qualitative and Quantitative Methods
- Benefits and Limitations

Risk Metrics

- Risk Scores
- Expected Loss
- Risk Exposure
- Risk Priority Number (RPN)

Probability Concepts

- Basic Probability
- Likelihood Estimation
- Frequency Analysis

Quantitative Techniques

- Expected Monetary Value (EMV)
- Decision Trees
- Sensitivity Analysis

- Scenario Analysis
- Monte Carlo Simulation (Conceptual Overview)

Practical Exercise

- Calculate and compare risk scores using sample data.
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Day 4: Risk Mitigation and Monitoring

Risk Response Strategies

- Avoid
- Mitigate
- Transfer
- Accept

Developing Risk Mitigation Plans

- Preventive Controls
- Detective Controls
- Corrective Controls
- Contingency Planning

Risk Monitoring

- Key Risk Indicators (KRIs)
- Dashboards
- Risk Reviews
- Escalation Procedures

Risk Reporting

- Executive Risk Reports
- Visualizing Risk Data
- Communicating Risks to Stakeholders

Practical Exercise

- Create a mitigation plan and risk dashboard using Excel or Power BI.
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Day 5: Advanced Topics and Capstone Project

Risk Governance

- Risk Policies
- Roles and Responsibilities
- Risk Culture
- Compliance Requirements

Industry Standards and Frameworks

- ISO 31000
- COSO Enterprise Risk Management
- PMBOK Risk Management
- NIST Risk Management Framework (Overview)

Real-World Case Studies

- Sales Pipeline Risks
- Supply Chain Risks
- Manufacturing Risks
- IT Project Risks
- Financial Risks

Capstone Project

- Analyze a business pipeline
- Identify potential risks
- Perform qualitative risk assessment
- Perform quantitative risk assessment

- Develop a risk register
 - Create a risk heat map
 - Recommend mitigation strategies
 - Present findings
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Hands-on Activities Throughout the Course

- Risk identification workshops
 - Building a Risk Register
 - Creating Risk Matrices and Heat Maps
 - Calculating risk scores and Expected Monetary Value (EMV)
 - Scenario and sensitivity analysis
 - Developing mitigation plans
 - Creating dashboards in Excel or Power BI
 - Group discussions and case studies
 - Final capstone presentation
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Target Audience

- Business Analysts
- Project Managers
- Risk Management Professionals
- Operations Managers
- Supply Chain Professionals
- Data Analysts
- Quality Assurance Teams
- Compliance Officers

- Process Improvement Teams
- Anyone responsible for identifying, assessing, or managing business risks