Strategic Business Intelligence: Driving Decisions with Data

19 – 23 April 2027
Rome (Italy)



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Ref: 322658_208121 **Date:** 19 – 23 April 2027 **Location:** Rome (Italy) **Fees:** 5200 GBP

Why This Course

Business Intelligence has become a critical capability for organizations that want to make faster, smarter, and more strategic decisions. In today's data-rich environment, leaders and professionals need more than access to information. They need the ability to collect, prepare, analyze, visualize, and interpret data in ways that support meaningful business action.

Effective BI helps organizations understand performance, identify trends, detect risks, uncover opportunities, and align decisions with strategic goals. When BI is implemented well, it turns complex data into clear insights that improve planning, operations, customer understanding, and competitive advantage.

This intensive 1-week course equips professionals with the skills to harness the power of Business Intelligence for strategic decision-making. Through practical exercises, BI tool demonstrations, dashboard design, data analysis activities, and implementation planning, participants will learn how to manage the full BI lifecycle and translate data into actionable recommendations.

What You'll Learn and Practice

By joining this program, you will:

- Understand the fundamentals of Business Intelligence and its strategic importance.
- Explore the full BI lifecycle, from data collection to insight generation.
- Identify common BI tools, technologies, and business applications.
- Align BI initiatives with organizational goals and decision-making needs.
- Collect, clean, prepare, and manage business data.
- Understand ETL processes, data warehousing, data quality, and governance.
- Analyze data using statistical, predictive, and forecasting techniques.
- Apply data visualization principles to communicate insights clearly.
- Create effective dashboards, reports, and performance views.
- Explore advanced BI techniques such as machine learning, text analysis, sentiment analysis, real-time analytics, and geospatial analysis.
- Manage BI projects and support BI adoption across the organization.
- Measure BI value, ROI, and future development opportunities.



The Program Flow

Day 1: Introduction to Strategic Business Intelligence

- Fundamentals of Business Intelligence.
- Understanding BI as a driver of strategic decision-making.
- The BI lifecycle and framework.
- Types of BI outputs: dashboards, reports, scorecards, alerts, and analytics.
- BI tools and technologies overview.
- Aligning BI with business strategy and organizational priorities.
- Practical exercise: Identifying business questions that BI should answer.

Day 2: Data Collection and Preparation

- Understanding data sources and data types.
- Internal and external data sources for BI.
- ETL processes and data warehousing.
- Data cleaning, transformation, and preparation techniques.
- Data quality, consistency, ownership, and governance.
- Big data and its implications for BI.
- Workshop: Creating a data preparation and governance checklist.

Day 3: Data Analysis and Visualization

- Statistical analysis techniques for business insight.
- Trend analysis, segmentation, correlation, and performance comparison.
- Predictive analytics and forecasting.
- Data visualization principles.
- Designing clear dashboards and reports for different audiences.
- Turning analysis into actionable business recommendations.
- Practical exercise: Building a dashboard and presenting key insights.

Day 4: Advanced BI Techniques

- Machine learning in BI and its business applications.
- Text and sentiment analysis for customer and stakeholder insights.
- Real-time analytics and streaming data.
- Geospatial analysis for location-based decision-making.
- Applying advanced analytics to strategic and operational challenges.
- Selecting advanced BI techniques based on business value and readiness.
- Workshop: Mapping advanced BI opportunities for your organization.



Day 5: Implementing BI Strategies

- BI project management and implementation planning.
- Defining BI stakeholders, requirements, scope, and success measures.
- Change management for BI initiatives.
- Encouraging adoption and building a data-driven culture.
- Measuring BI ROI and business impact.
- Future trends in Business Intelligence.
- Final activity: Developing a BI strategy and implementation roadmap.

Individual Impact

- Strengthen your understanding of Business Intelligence from a strategic perspective.
- Improve your ability to collect, prepare, analyze, and interpret data.
- Build confidence in using BI tools for analysis and visualization.
- Develop skills to create dashboards and reports that support decision-making.
- Improve your ability to translate complex data into clear recommendations.
- Gain practical tools for supporting BI implementation and adoption.

Work Impact

- Improve decision-making through clearer, more reliable business insights.
- Strengthen alignment between BI initiatives and organizational goals.
- Improve performance monitoring, forecasting, and strategic planning.
- Support better data quality, governance, and reporting practices.
- Increase stakeholder confidence in data-driven recommendations.
- Build a stronger data-driven culture across teams and departments.

Training Methodology

This program uses a practical and application-focused approach to help participants use BI concepts and tools in real business contexts. Learning methods include:

- Interactive discussions and guided facilitation.
- Business Intelligence case studies and examples.
- Data collection and preparation exercises.
- Data quality and governance workshops.
- BI dashboard and visualization activities.
- Predictive analytics and forecasting practice.
- Advanced BI technique demonstrations.
- BI strategy and implementation roadmap development.



Beyond the Course

Upon completion, participants will be prepared to use Business Intelligence more effectively to support strategic and operational decisions. They will return ready to:

- Design and implement a BI strategy aligned with business goals.
- Use BI tools for data analysis, visualization, and reporting.
- Derive actionable insights from complex datasets.
- Present data-driven recommendations to stakeholders.
- Support BI governance, adoption, and continuous improvement.
- Help their organizations make smarter, faster, and more evidence-based decisions.

