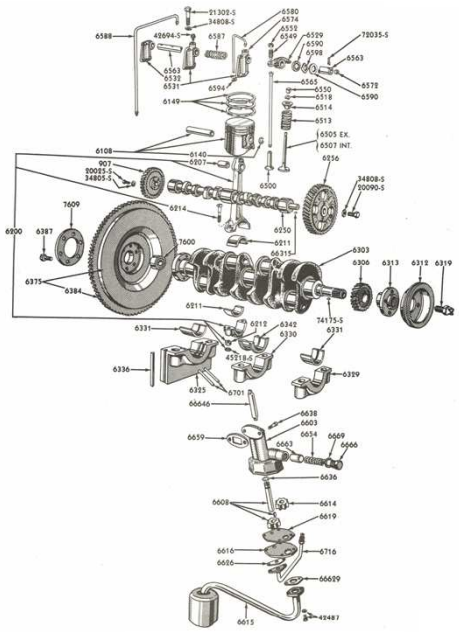
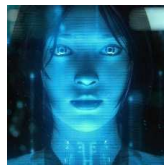


Non-Financial and Financial Accounting:

(The Numbers Game)



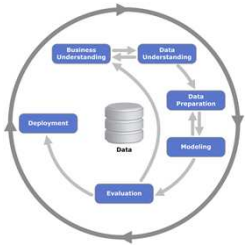


OBJECT MANAGEMENT GROUP®

FASB FINANCIAL ACCOUNTING STANDARDS BOARD

Richard Frederick, PMP (rfrederick.pmp@gmail.com; 214-755-7035 talk or text; www.linkedin.com/in/rfrederick)



CBDA CERTIFIED IIBA

ISO International Organization for Standardization

ANSI American National Standards Institute

sas

OMG OBJECT MANAGEMENT GROUP

INCOSE International Council on Systems Engineering

IEEE

PMI Project Management Institute

Scaled Agile Framework

IIBA International Institute of Business Analysis

UNIFIED MODELING LANGUAGE

W3COMPUTING A DEVELOPER REFERENCE WEBSITE

Requirements Development Management (RDM) for

Business Data Analytics

(The Language of Data)

Richard Frederick, PMP (rfrederick.pmp@gmail.com; 214-755-7035 talk or text; www.linkedin.com/in/rfrederick)

Requirements Agenda

Business Data Analytics "The Language of Data"

01-FOUNDATION

- **LAB-Introductions (Name, Job Title, Objectives)**
- Dashboards and Robots (Data Mining & Machine Learning)
- Requirements and Testing (Four Quadrants)
- What are Structured Language Requirements? (Structured English and Structured Query Language)
- Why Should You Care? (Primary Source of Project Problems)
- How Do They Work? (Discreet Intellectual Property Inventory)
- Types of Requirements (Product, Project, DATA)
- Natural Language Processing (Morphology, Semantics, Syntax and Linguistics)
- OMG-SBVR (Semantics of Business Vocabulary & Rules)
- IEEE-EARS (Easy Approach to Requirements Syntax)
- INCOSE (Rules for Writing Requirements) & QVscribe
- Waterfall and Agile (Assembly Methods)

02-ELICIT

- **LAB-Vision/Scope (Seek to Understand)**

Elicitation Techniques:

- Document Analysis (Low Hanging Fruit)
- Interface Analysis (Navigation & Functionality)
- Benchmarking (Actual Data)
- Brainstorming (Every Idea is a Good Idea until it becomes a Bad Idea)
- Prototyping (Minimum Viable Product)
- Reverse Engineering (Begin with the End in Mind)
- Interview (Thinking Questions)
- Workshop (Group Interviews)
- Observation (What do you See?)
- Survey Questionnaire (Paper equals proof)

03-ANALYZE

- What are Models? (Pictures of Language)
- **LAB-The Language of Modeling (GIVEN pre WHEN process THEN output-result)**
- Types of Models (Context-Structure, Usage, Data Behavior, Process Flow)
- Context-Structure (Vision, Roadmap, Scope WBS)
- Usage (EPIC, UseCase, UserStory, Feature)
- Data Behavior (ERD, JOIN-Denormalization, Star Schema, Dimensional OLAP, Dashboard, Intelligence)
- Data Behavior (Data Dictionary, DataFlow, Data Structure Instance, Data Element Attribute, Data Store)
- Data Behavior (Process Logic, Business Rules)
- Process Flow (Swimlane)

04-DOCUMENT

- Categorization, Organization, Documentation, Integration, Automation
- Making Documents Easy to Read (Fonts & Navigation)
- Document Types (BRD, TRD)
- **LAB-Business Requirement Document (Concept of Operation)**
- Technical Requirement Document (System Specification)

05-VALIDATE

- Validation thru Triangulation (Prep Drills)
- Traceability (Project Unique Identifier)
- Requirements Baseline (ROM Estimate, Planning Estimate, Definitive Estimate)
- **LAB-Estimating Story Points (Complexity and Risk)**
- Lessons Learned (Course Wrap-Up)

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Project Management Agenda

Business Data Analytics "The Language of Data"

FOUNDATION

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- IEEE-EARS (Easy Approach to Requirements Syntax)
- INCOSE (Rules for Writing Requirements) & QVscribe
- Waterfall and Agile (Assembly Methods)
- About PowerBI (Business Intelligence)

ENVISION (Initiate)

01-Understand the Business Need

- **Determine BUSINESS OBJECTIVES**
- Background
- Business Objectives
- Success Criteria
- **Assess SITUATION**
- Inventory of Resources
- Requirements, Assumptions, and Constraints
- Risks and Contingencies
- Terminology
- Costs and Benefits
- **LAB-Charter Vision**

PLAN (Increment Zero)

02-Understand the Data

- **Collect INITIAL DATA**
- Data Collection Notes
- **Describe DATA**
- Data Description Notes
- **Explore DATA**
- Data Exploration Notes
- **Verify DATA QUALITY**
- Data Quality Notes
- **LAB-WBS Roadmap**

DEVELOP (Execute)

03-Prepare the Data

- **Select DATA**
- Rationale for Inclusion/Exclusion
- **Clean DATA**
- Data Cleaning Notes
- **Construct DATA**
- Derived Attributes
- Generated Records
- **Integrate DATA**
- Merged Data
- **Format DATA**
- Reformatted Data
- **LAB-Duration Story Points**

04-Model the Data

- **Select MODELING TECHNIQUES**
- Modeling Technique
- Modeling Assumptions
- **Generate TEST DESIGN**
- Test Design
- **Build MODEL**
- Parameter Settings Model
- Model Description
- **Assess MODEL**
- Model Assessment
- Revised Parameter Settings
- **LAB-Risks & Release Schedule**

STABILIZE (Control)

05-Evaluate the Data

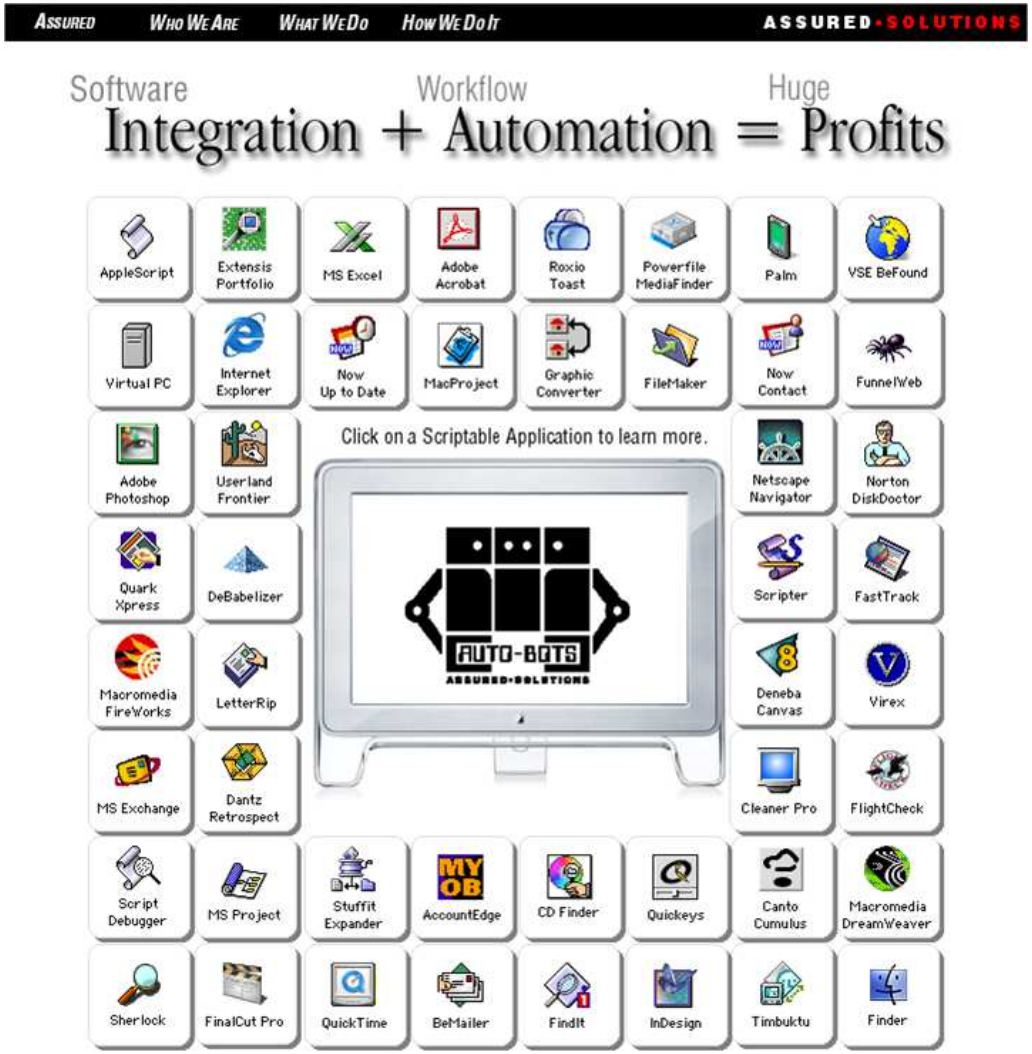
- **Evaluate RESULTS**
- Assess the Results against the Business Success Criteria
- **Review PROCESS**
- Review of Process
- **Determine NEXT STEPS**
- List Possible Actions
- Decision
- **LAB-One Page Project Manager (OPPM)**

DEPLOY (Close)

06-Deploy the Solution

- **Plan DEPLOYMENT**
- Deployment Plan
- **Plan MONITORING & MAINTENANCE**
- Monitoring & Maintenance Plan
- **Produce FINAL REPORT**
- Final Report
- Final Presentation
- **Review PROJECT PLAN**
- Experience Documentation
- **LAB-Lessons Learned (Train the Trainer)**

Assured Solutions

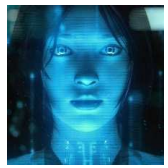


Overview "Seek to Understand"

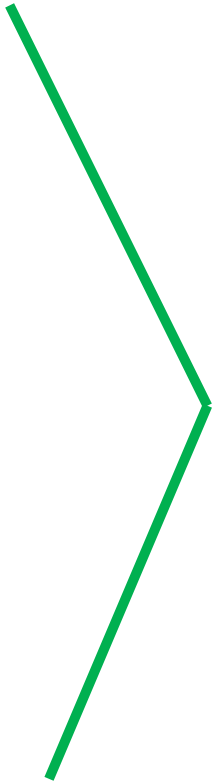
- Categorization
- Correlation
- Operation
- Control **(Variance Analysis)**
- DuPont ROI





- Non-Financial Acctng
  - Future
  - Leading
  - Drivers (KPIs)
  - Non-Financial #s



- Financial Acctng
  - Historical
  - Lagging
  - Results
  - $$$$ (Currency)

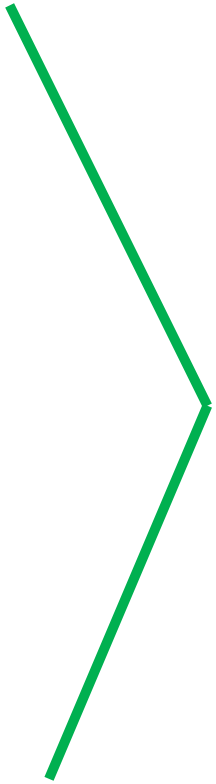
OMG OBJECT MANAGEMENT GROUP®

FASB FINANCIAL ACCOUNTING STANDARDS BOARD

Managerial Acct Codes CORRELATES to Financial Acct Codes

- Mng Acct Codes
  - Company "ZZ-"
    - Division "ZZ-00-"
      - Department "ZZ-00-00-"
        - » Project "ZZ-00-00-00-"
  - Company "ZZ-"
    - Portfolio "ZZ-00-"
      - Program "ZZ-00-00-"
        - » Project "ZZ-00-00-00-"

OBJECT MANAGEMENT GROUP®

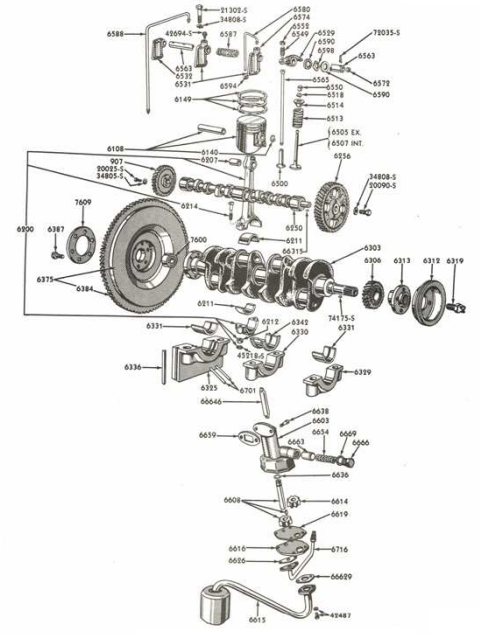


- Fin Acct Codes (Cost Centers)
  - 123 Balance Sheet
  - 456 Income Statement
  - 1 = Assets
  - 2 = Liabilities
  - 3 = Owners Equity
  - 4 = Revenue
  - 5 = COGS
  - 6 = Overhead

FASB FINANCIAL ACCOUNTING STANDARDS BOARD

"Managerial Categorization DRIVES Institutional Organization"

Managerial Acct Codes CORRELATES to Financial Acct Codes



OBJECT MANAGEMENT GROUP®

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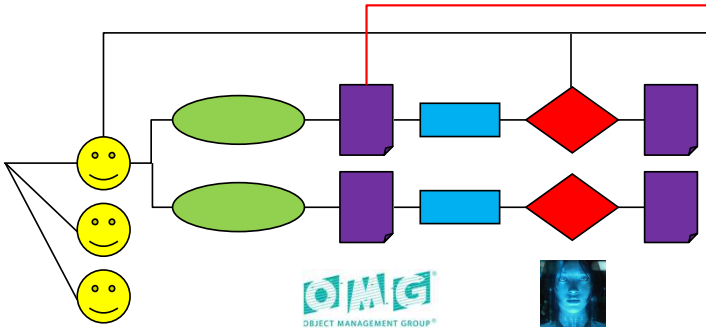
FASB FINANCIAL ACCOUNTING STANDARDS BOARD

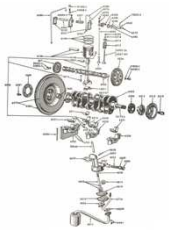
"Managerial Categorization DRIVES Institutional Organization"

Managerial DRIVERS Correlate to Financial RESULTS

DEPT #

501 Sales Mgmt Acct
502 Mktg Mgmt Acct
503 Mftg Mgmt Acct
604 ENG Mgmt Acct
605 HR Mgmt Acct
606 IT Mgmt Acct
607 OPS Mgmt Acct





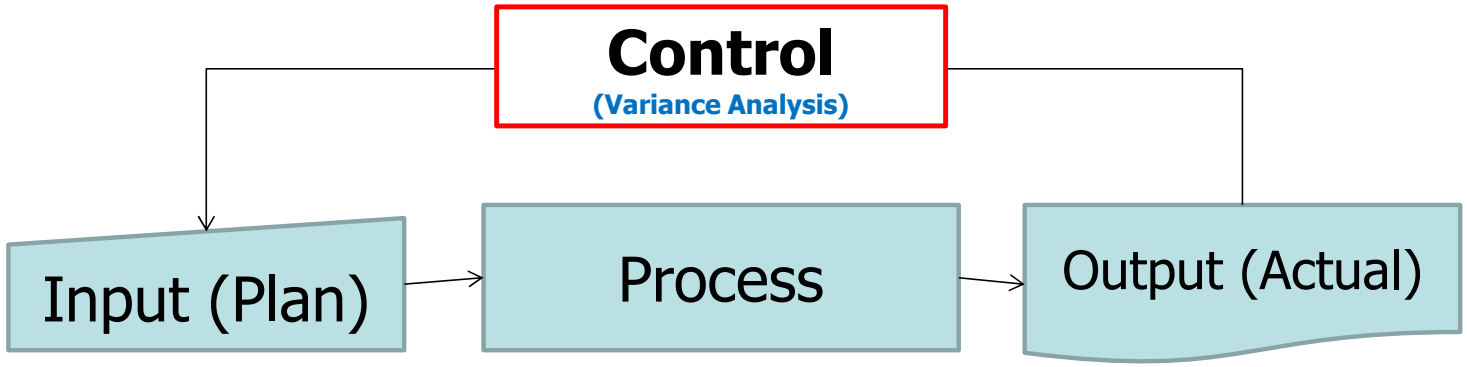
Uses of Capital	*Sources of Capital*
1.1 **Money** 1.2 **Materials**	2.0 Liabilities
1.3 **Machinery** 	3.0 OE/GenFund

Turnover * Efficiency = Return On Invested Capital (ROI)

4.0 Revenue
5.0 COGS HuManpower
6.0 Overhead HuManpower

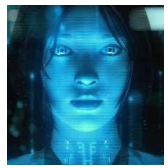
The Four M's
Resources:
-Money
-Materials (Objects)
-Machinery
-HuManpower

OPERATE > Control Loop (Accounting Systems Approach)

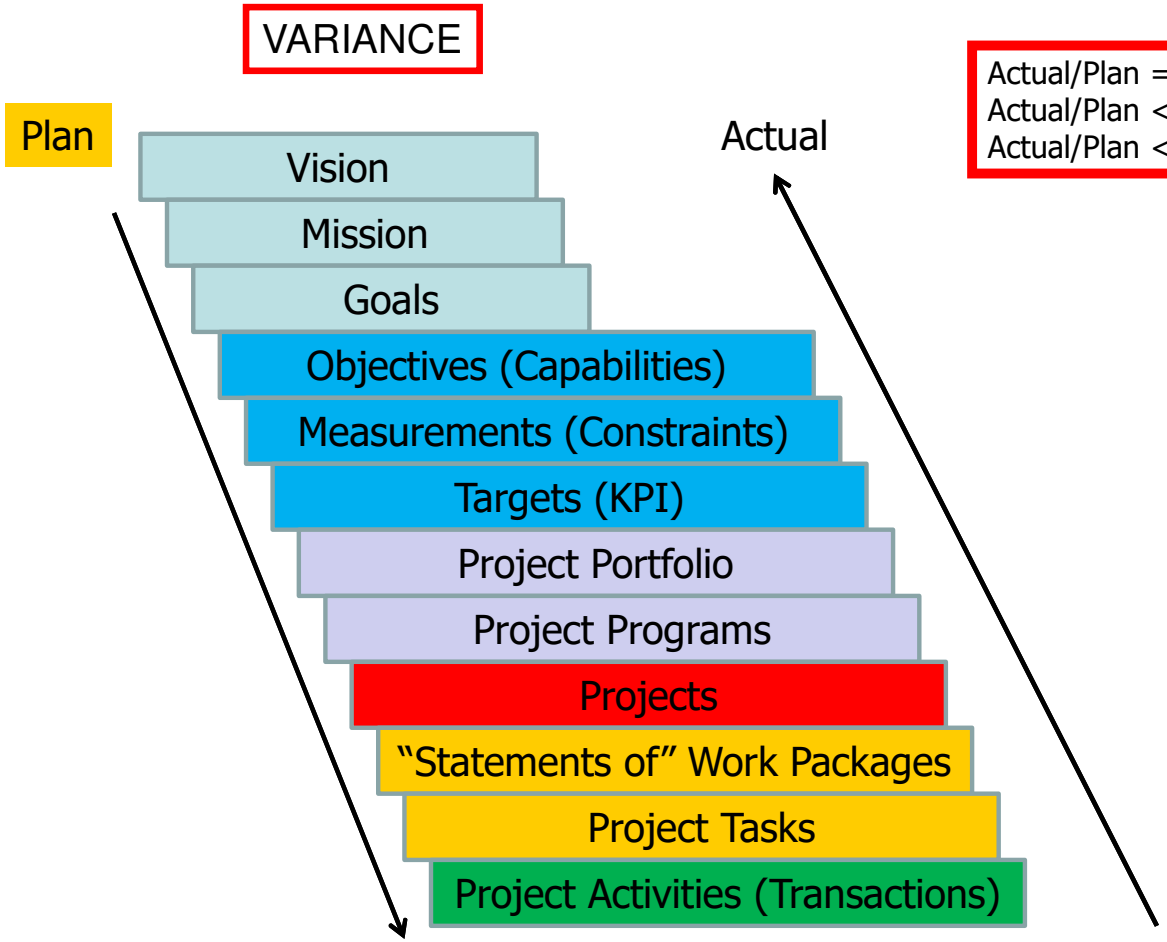






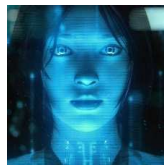
Variance Analysis > Business Hierarchy



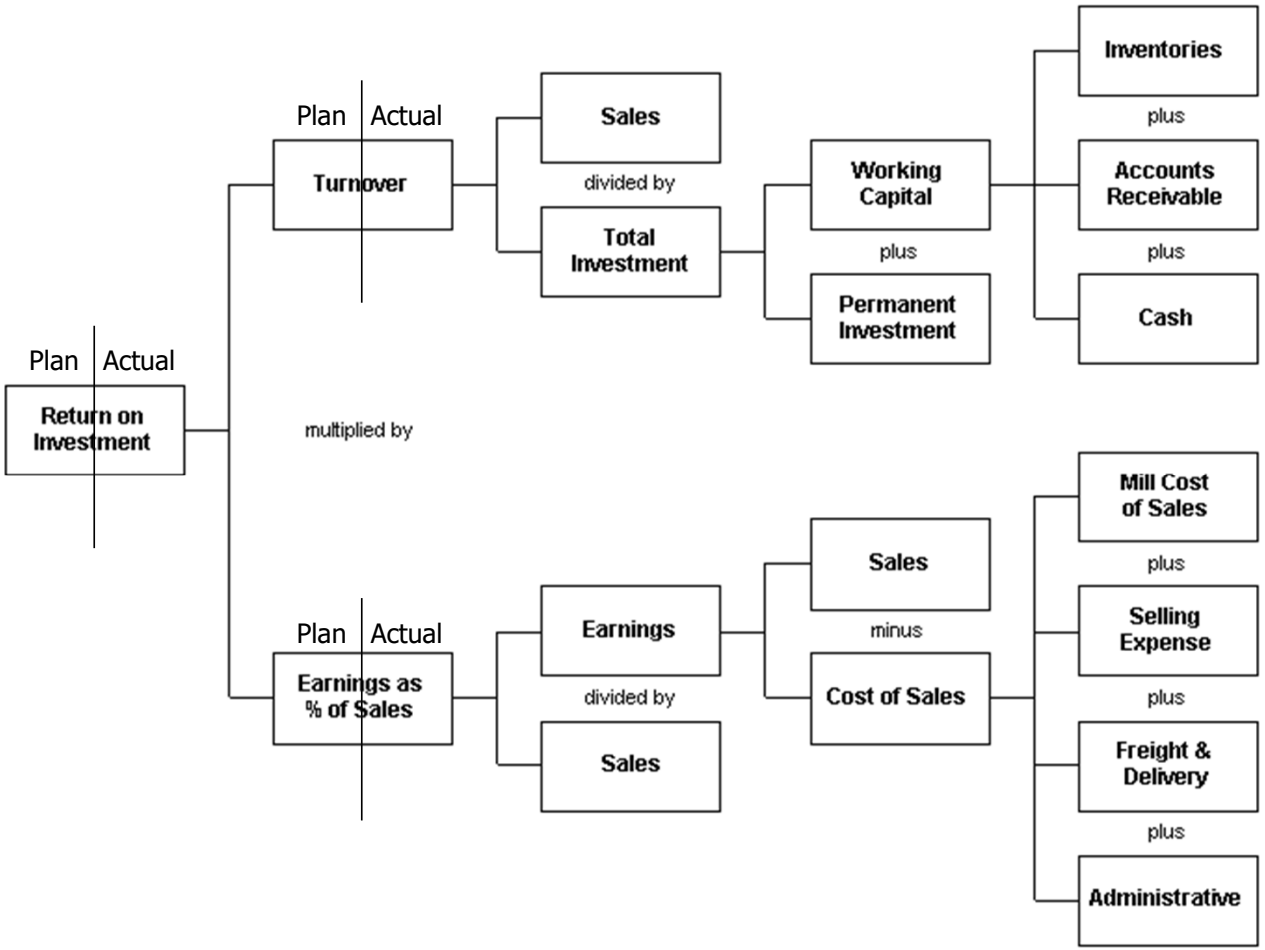
Actual/Plan = 1 = Green
Actual/Plan < 1 =.9 = Yellow
Actual/Plan <1 = .8 = Red

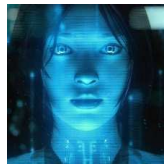




DuPont ROI Formula





DuPont ROI aka "MBA on a slide"

24% ROI = TURNOVER (x)Times EFFICIENCY (Profit)

1

24%

	Turnover = 1 Low Liquidity Organization	Turnover = 24 High Liquidity Organization
	$1.00	**$1.00**
	- .76	**- .99**
	= .24	**= .01**
	Needs ReUSE	**Allows ReWork**

Uses of Capital	*Sources of Capital*
1.1 **Money** 1.2 **Materials**	2.0 Liabilities
1.3 **Machinery**	3.0 OE/GenFund

Turnover * Efficiency = Return On Invested Capital (ROI)

When?
"Rule of 72"

1% = 72 yrs
2% = 36 yrs
3% = 24 yrs
10% = 7.2 yrs

1yr = 72%
2yr = 36%
3yr = 24%
10yr = 7.2%

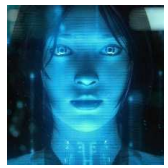
4.0 Revenue
5.0 COGS HuManpower
6.0 Overhead HuManpower

Summary “Train the Trainer”

- Categorization
- Correlation
- Operation
- Control **(Variance Analysis)**
- DuPont ROI





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