



Business Requirements and Technical Documentation Training Course

7 – 11 February 2027
Nairobi

Business Requirements and Technical Documentation Training Course

Ref: 131_112936 **Date:** 7 – 11 February 2027 **Location:** Nairobi **Fees:** 4500 Euro

Course Overview

Business Requirements and Technical Documentation Training Course is a five-day course for business analysts, systems analysts, product owners, project professionals, technical writers, and process specialists who leave with a Business Requirements and Technical Documentation Pack. Participants apply requirements elicitation, process modeling, acceptance criteria, and requirements traceability to turn stakeholder needs into usable specifications. The course resolves ambiguity between business outcomes and delivery teams through one continuing case. Business requirements and technical documentation are taught by Agile Leaders Training Center.

Who Should Attend

- Business analysis functions responsible for defining needs, requirements, and solution value
- Systems analysis functions responsible for translating operational needs into technical specifications
- Product functions responsible for backlog decisions, user stories, and acceptance criteria
- Project functions responsible for scope, stakeholders, delivery dependencies, and change control
- Technical communication functions responsible for structured specifications, diagrams, and reference material
- Process improvement functions responsible for current-state analysis and future-state design

The course assumes participants already contribute to projects, products, processes, or system changes, and it leaves out introductory project management and software coding.

Departments and Industries

The course supports requirement definition and documentation across service, technology, and operational environments.

- Business analysis, product management, and project delivery
- Information technology, systems development, and digital services
- Banking, insurance, and professional services
- Healthcare, education, and public-service operations
- Manufacturing, energy, and logistics processes
- Quality, transformation, and process improvement

Learning Objectives

By the end of this course, participants will be able to:



- Analyze business needs, outcomes, stakeholders, and requirement classes
- Apply interviews, workshops, observation, and document analysis
- Build process models, use cases, user stories, and business rules
- Use acceptance criteria and functional and non-functional specifications
- Prioritize and validate requirements with stakeholders
- Build traceability, baselines, and controlled requirement changes

Course Agenda

Day 1: Requirements Context and Planning

- Business Need and Outcome Canvas
- Stakeholder Analysis and Engagement Map
- Requirement Classification Model
- Elicitation Scope and Activity Plan
- Requirements Vocabulary and Glossary

Day 2: Elicitation and Discovery

- Interview Guide and Question Funnel
- Requirements Workshop Facilitation Plan
- Observation and Document Analysis Method
- Elicitation Notes and Source Register
- Elicitation Result Confirmation Checklist

Day 3: Analysis and Modeling

- Current-State and Future-State Process Model
- Business Rule Catalogue
- Use Case Model and Scenario Template
- User Story and Acceptance Criteria Pattern
- Functional and Non-Functional Requirement Matrix

Day 4: Documentation and Control

- Business Requirements Document Structure
- Technical Requirement Specification Template
- Requirement Quality Review Checklist
- Requirements Traceability Matrix
- Baseline and Change Control Log

Day 5: Requirements Practice and Capstone

- Stakeholder Elicitation Scenario Exercise
- Process and Requirement Modeling Exercise
- Specification and Acceptance Criteria Exercise
- Traceability and Change Impact Exercise
- Capstone Business Requirements and Technical Documentation Pack

Practical Exercises

The course uses suggested activities that connect stakeholder discovery, analysis, documentation, and control.

- Suggested activity: conduct an interview and facilitated elicitation session for a healthcare service change
- Suggested activity: model a logistics process and convert its needs into use cases, stories, and business rules
- Suggested activity: review functional and non-functional specifications against quality and acceptance criteria
- Suggested activity: build traceability and assess the impact of a proposed requirement change

FAQs

Who is the Business Requirements and Technical Documentation Training Course suited to?

The course suits intermediate professionals who contribute to business change, products, processes, or systems and already work with stakeholders, project information, or operational needs.

How does business requirements and technical documentation differ from general project management training?

Business requirements and technical documentation focus on discovering, modeling, specifying, validating, and tracing needs, while general project management training focuses on planning, resources, schedules, risks, and delivery governance.

What belongs in a business requirements document?

A business requirements document states the need, outcomes, scope, stakeholders, requirement classes, business rules, models, priorities, assumptions, acceptance criteria, dependencies, traceability, and approval basis.



How do acceptance criteria improve technical documentation?

Acceptance criteria make expected behavior testable by defining observable conditions that a solution, feature, or process must satisfy before stakeholders accept it.

Why is requirements traceability important?

Requirements traceability connects needs to specifications, designs, tests, decisions, and delivered components so teams can evaluate coverage, change impact, gaps, and alignment with business outcomes.

Conclusion

Participants take back a Business Requirements and Technical Documentation Pack containing an outcome canvas, stakeholder map, models, specifications, acceptance criteria, quality checks, traceability, and change records. The pack creates a shared reference for business and delivery teams. It helps organizations reduce ambiguity, test requirement quality, evaluate change impact, and maintain alignment from need to implementation.