

SQL SCHOOL
Premium Quality Training

Turn Your Analysis Skills into Opportunities!

BUSINESS ANALYST TRAINING

FROM DATA TO DECISIONS. FROM ANALYST TO IMPACT.

Analyze Data | Solve Problems | Work with Stakeholders | Drive Business Value

SALARY GROWTH

Role	Salary Range (LPA)
Junior Business Analyst	₹4 - 6 LPA
Business Analyst	₹6 - 10 LPA
Senior Business Analyst	₹10 - 15 LPA
Business Intelligence Analyst	₹15 - 22 LPA
Product Analyst / Analytics Manager	₹20 - 30 LPA

**HIGH DEMAND
GREAT SALARIES
BRIGHT FUTURE**

Mr. Sai Phanindra Tholeti
Chief Mentor | 20+ Years Experience

ENROLL NOW >
Build Your Career as a Business Analyst!

LIVE Online Training | Self-Paced Videos | Real-Time Projects | Resume & Interview Guidance

Business Analyst Training – From Requirements to Data-Driven Business Solutions

Become a Job-Ready Business Analyst with a powerful combination of Business Analysis + SQL + Power BI + Python + Advanced Excel + Agile & BRD + Real-Time Projects.

What You Will Learn to Do

- ✓ Gather and analyze business requirements
- ✓ Convert stakeholder needs into structured requirements
- ✓ Prepare BRD and business documentation
- ✓ Create process flows, UML/BPMN and workflow diagrams
- ✓ Analyze business data using SQL
- ✓ Build management dashboards using Power BI
- ✓ Perform data analysis using Python & Pandas
- ✓ Analyze business information using Advanced Excel
- ✓ Define KPIs, metrics and business rules
- ✓ Work in Agile project environments
- ✓ Perform gap and impact analysis
- ✓ Present insights to stakeholders
- ✓ Work on end-to-end industry projects
- ✓ Prepare for Business Analyst interviews

How to become a Business Analyst?

1. Data Analysis with SQL

Query business data, analyze transactions, identify trends and generate insights.

2. Business Intelligence with Power BI

Transform raw data into interactive dashboards, KPIs and management reports.

3. Python Analytics for Business Analysts

Use Pandas, DataFrames and SQL connectivity for practical analysis and data preparation. The existing Python section already covers Pandas, SQL database access, `pyodbc`, joins, transformations and data cleaning.

4. Advanced Excel for Business Analysis

Functions, lookups, PivotTables, dashboards, what-if analysis and automation.

5. Requirements & Business Process Analysis

Stakeholders, requirement gathering, gap analysis, UML/BPMN, process flows and use cases.

6. Agile, BRD & Business Decision-Making

BRD, storytelling, KPIs, OKRs, experimentation, market analysis and statistics.

7. Two End-to-End Real-Time Projects

That last item should be visually prominent because the existing brochure already promises **two real-time projects**.

What You Will Build

Don't Just Learn Business Analysis. Build a BA Portfolio.

During the program, participants create practical artifacts such as: BRD | Business Requirements | User Stories | Acceptance Criteria | Process Flow | As-Is / To-Be Analysis | Gap Analysis | Use Cases | Data Model | SQL Analysis | Excel Analysis | Power BI Dashboard | KPI Report | Business Insights Presentation

Complete Business Analyst Learning Path?

MSSQL & TSQL • Power BI • Python Analytics • Advanced Excel • Requirements & Workflow • Agile & BRD

Who can join this Business Analyst Course?

Anyone. We start the classes from scratch, right from Basics of Data and process for Business, Analysis, Analytics, Work Item Processing, Insights and more..!

What does our (Technical, IT) Business Analysis Course include?

Module 1: Business Analysis Basics, SQL Introduction

Module 2: Power BI & Data Analytics

Module 3: Python Analytics

Module 4: Advanced Excel & Macros

Module 5: Business Requirements & Workflow

Module 6: Project Process, Agile & BRD

Business Analyst Training Highlights?

- ✓ Total Duration: 3.5 Months
- ✓ Daily Assignments
- ✓ Weekly Mock Interviews
- ✓ TWO Realtime Projects
- ✓ 100% Job Oriented Training

BUSINESS ANALYST TRAINING

From Data to Decisions. From Analyst to Impact.

Learn | Analyze | Visualize | Communicate | Deliver Business Value

6 COMPREHENSIVE MODULES

01		Module 1: MSSQL & TSQL	Master SQL fundamentals, advanced queries, joins, subqueries, CTEs, functions, views, indexing, and performance tuning.
02		Module 2: Power BI	Data modeling, Power Query, DAX, dashboards, reports, KPIs, data visualization and real-time business insights.
03		Module 3: Python Analytics	Python for data analysis, Pandas, NumPy, data cleaning, EDA, visualization (Matplotlib, Seaborn) and automation.
04		Module 4: Adv. Excel	Advanced formulas, lookup functions, PivotTables, Power Pivot, data analysis, dashboards and automation with VBA basics.
05		Module 5: Requirements and Work Flow	Eliciting, analyzing and documenting requirements, process mapping, workflow design, use cases and user stories.
06		Module 6: Agile & BRD	Agile methodologies, sprint planning, stakeholder collaboration and Business Requirements Document (BRD) preparation.

WHAT YOU WILL GAIN

- End-to-End Business Analysis Skills**
From data handling to strategy execution.
- Data-Driven Decision Making**
Transform raw data into actionable insights.
- Stronger Communication**
Bridge the gap between business and IT.
- Industry-Relevant Tools**
SQL, Power BI, Python, Excel & more.
- Boost Your Career**
High demand. Great opportunities.

PERFECT FOR

- Aspiring Business Analysts
- Data Analysts
- Project Coordinators
- IT Professionals & Graduates

EXPERT TRAINERS
Learn from Industry Experts

HANDS-ON LEARNING
Real-Time Projects & Practical Use Cases

CERTIFICATE of Completion

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Take the Next Step in Your Career!

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What Makes This Program Different?

- ✓ 100% Practical & Hands-On Training
- ✓ Real-Time Business Analyst Projects
- ✓ Requirements Gathering & Documentation
- ✓ Business Process & Workflow Analysis
- ✓ BRD & Agile Methodologies
- ✓ Data Analysis & Dashboard Development
- ✓ Interview & Resume Preparation

Build the Skills. Become a Business Analyst.

Business Analysis: Detailed Course Content

Module 1: Business Analyst Concepts & SQL Basics

Ch 1: Business Analyst Introduction

- ✓ Business Analysis
- ✓ Data & Importance
- ✓ Database Intro
- ✓ Business Analyst Job Roles

Ch 2: Database Intro & Installations

- ✓ SQL Server Installations
- ✓ Instance & Collations
- ✓ SSMS Tool Installation
- ✓ Connections, Authentications

Ch 3: SQL Basics V1 (Commands)

- ✓ SQL Basics (DDL, DML, etc..)
- ✓ Creating Databases, Tables
- ✓ Data Inserts (GUI, SQL)
- ✓ Basic SELECT Queries

Ch 4: SQL Basics V2 (Commands, Operators)

- ✓ DDL: Create, Alter, Drop
- ✓ DML: Insert, Update, Delete
- ✓ DQL: Select, Fetch
- ✓ Add, Truncate Statements
- ✓ SQL Operators

Ch 5: Data Types & Variables

- ✓ Integer Data Types
- ✓ Character, MAX Data Types
- ✓ Decimal & Boolean Data Types
- ✓ Date and Time Data Types
- ✓ SQL_Variant Type

Ch 6: Data Imports

- ✓ Data Imports with Excel
- ✓ Data Imports with CSV
- ✓ Auto Detection of Data Types
- ✓ OLE-DB Connections
- ✓ Order By, TOP, OFFSET

Ch 7: Schemas & Batches

- ✓ Schemas & Table Grouping
- ✓ Real-world Banking Database
- ✓ 2 Part, 3 Part & 4 Part Naming
- ✓ Batch Concept & “Go” Command

Ch 8: Constraints, Keys & RDBMS

- ✓ Null, Not Null Constraints
- ✓ Unique Key & Check
- ✓ Primary Key Constraint
- ✓ Foreign Keys, Default
- ✓ DB Diagrams & ER Models

Ch 9: Normal Forms & RDBMS

- ✓ Normal Forms: 1 NF, 2 NF

- ✓ 3 NF, BCNF and 4 NF
- ✓ 1:1, 1:M, M:1 Cardinality
- ✓ Cascading Keys, Self Referencing Keys

Ch 10: Joins & Queries

- ✓ Joins: Table Comparisons
- ✓ Inner Joins & Matching Data
- ✓ Outer Joins: LEFT, RIGHT
- ✓ Full Outer Joins & Aliases
- ✓ Self Joins & Aliases

Ch 11: Views & RLS

- ✓ Views: Realtime Usage
- ✓ DML, SELECT with Views
- ✓ WITH CHECK OPTION
- ✓ Row Level Security (RLS)
- ✓ Important System Views

Ch 12: Stored Procedures - 1

- ✓ Stored Procedures: Realtime Use
- ✓ Parameters Concept with SPs
- ✓ Procedures with SELECT
- ✓ System Stored Procedures
- ✓ Stored Procedures, Tuning

Ch 13: Stored Procedures - 2

- ✓ Merge Statement (Upsert)
- ✓ Merge with OLTP & DWH
- ✓ Matched and Not Matched
- ✓ Merge & SP Recompilations

Ch 14: User Defined Functions - 1

- ✓ Functions in Real-world
- ✓ Scalar & Table Value Functions
- ✓ Parameterized Queries
- ✓ Variables & Parameters
- ✓ Function Executions

Ch 15: User Defined Functions - 2

- ✓ Date & Time Functions
- ✓ String Functions & Queries
- ✓ Aggregated Functions & Usage
- ✓ Window Functions (Rank)
- ✓ Row_Number, DenseRank
- ✓ Partition By & Order By

Ch 16: Triggers & Automations

- ✓ Need for Triggers in Real-world
- ✓ DDL & DML Triggers
- ✓ For / After Triggers
- ✓ Instead Of Triggers
- ✓ Disabling DMLs Triggers

Ch 17: Transactions & ACID

- ✓ Auto Commit Transaction
- ✓ Explicit Transactions
- ✓ COMMIT, ROLLBACK
- ✓ Checkpoint & Query Blocking
- ✓ READPAST, LOCKHINT

Ch 18: Indexes Basics, Tuning

- ✓ Clustered Index, Primary Key
- ✓ Non Clustered Index
- ✓ Query Optimizer
- ✓ Tuning Queries

Ch 19: CTEs & Tuning

- ✓ Common Table Expression
- ✓ CTEs for Data Retrieval
- ✓ CTEs for DML Operations
- ✓ CTEs for Data Cleansing
- ✓ CTEs with Row Number

Ch 20: Cursors & Temp Tables

- ✓ Cursors & Fetch
- ✓ Scroll, Absolute Types
- ✓ Local & Global Temp Tables
- ✓ SELECT..INTO Statement

Ch 21: Sub Queries

- ✓ Basic Sub Queries
- ✓ Aggregations
- ✓ Combining Queries
- ✓ UNION, UNION ALL

Ch 22: Group By Queries

- ✓ Group By, Distinct
- ✓ GROUP BY, HAVING
- ✓ Cube() and Rollup()
- ✓ Sub Totals & Grand Totals
- ✓ Grouping() & Usage

Ch 23: Joins with Group By, Sub Queries

- ✓ 3 Table, 4 Table Joins

- ✓ Join Queries & WHERE
- ✓ Join & Group By, Sub Queries
- ✓ IIF(), CASE Statement
- ✓ Query Execution Order

Ch 24: Capstone Project (HealthCare Domain)

- ✓ HealthCare Database
- ✓ DB & Table Design
- ✓ Data Validations
- ✓ Query Design
- ✓ Query Tuning
- ✓ Excel Analytics

Module 2: Power BI

Ch 1: Power BI Intro, Installation

- ✓ Power BI & Data Analysis
- ✓ Power BI Eco System
- ✓ Power BI Design Tools
- ✓ Power BI Installation

Ch 2: Report Design Concepts

- ✓ Basic Report Design (PBIX)
- ✓ Data Points, Spotlight
- ✓ Visual Interactions & Edits
- ✓ Focus Mode, PDF Exports

Ch 3: Grouping, Hierarchies

- ✓ Creating Groups: Lists
- ✓ Creating Groups: Bins
- ✓ Hierarchies & Drill-Downs
- ✓ Drill Up, Conditional Drill Down

Ch 4: Slicer & Visual Sync

- ✓ Slicer Visual in Power BI
- ✓ Slicer: Format Options
- ✓ Single Select, Multi Select
- ✓ Slicer: Select All On / Off
- ✓ Visual Sync with Slicers

Ch 5: Filters & Drill Thru

- ✓ Power BI Filters
- ✓ Basic, Top & Advanced
- ✓ Visual Filters, Page Filters
- ✓ Report Level Filters, Clear Filter
- ✓ Drill Thru Filters & Usage

Ch 6: Bookmarks, Buttons

- ✓ Power BI Bookmarks
- ✓ Images: Actions, Bookmarks
- ✓ Buttons: Actions, Bookmarks
- ✓ Page to Page Navigations
- ✓ Score Cards, Master Pages

Ch 7: SQL DB Access & Big Data

- ✓ SQL DB Access, Queries
- ✓ Storage Modes: Direct Query
- ✓ Formatting & Date Time
- ✓ Storage Modes in Power BI
- ✓ Data Modeling & Formatting

Ch 8: Power BI Visualizations

- ✓ Charts, Bars, Lines, Area
- ✓ Tree Maps & Axis Items
- ✓ Funnel, Card, Mult-Row Card
- ✓ Pie Charts & Waterfall
- ✓ Scatter Chart, Play Axis
- ✓ Infographics, Classifications

Ch 9: Power Query Transformations - 1

- ✓ Power Query (Mashup)
- ✓ ETL Transformations in PBI
- ✓ Table Combine Options
- ✓ Merge, Union All Options
- ✓ Missing Values, Duplicate Records
- ✓ Wrong Data Types, Outliers
- ✓ Close, Apply & Visualize

Ch 10: Power Query Transformations - 2

- ✓ Group By Transformation
- ✓ Aggregate, Pivot Operation
- ✓ Reverse Rows, Count Rows
- ✓ Data Cleaning, Null Handling
- ✓ Data Type Detection, Change
- ✓ Rename, Replace, Move
- ✓ Fill Up, Fill Down

Ch 11: Power Query Transformations - 3

- ✓ String / Text Transformations
- ✓ Split, Merge, Extract, Format

- ✓ Numeric and Date Time
- ✓ Add Column & Expressions
- ✓ Column From Examples

Ch 12: Power Query Transformations - 4

- ✓ Parameters in Power Query
- ✓ Static Parameters, Defaults
- ✓ Dynamic Dropdowns, Lists
- ✓ Linking with Table Queries
- ✓ Step Edits, Type Conversions

Ch 13: Power BI Cloud & Fabric

- ✓ Power BI Cloud, Microsoft Fabric
- ✓ Microsoft Fabric Concepts
- ✓ Fabric One Lake (DWH, LH, etc.)
- ✓ Microsoft Fabric Workspace
- ✓ Power BI Desktop Connections
- ✓ Report Uploads (PBIX)
- ✓ Report Edits, Semantic Models

Ch 14: Power BI Cloud Dashboards

- ✓ Power BI Dashboards
- ✓ Dashboard Creation, Usage
- ✓ Pin Visuals, Pin LIVE Pages
- ✓ Add Image, Video Tiles
- ✓ Q&A & Pin Tiles

Ch 15: Power BI Cloud Operations

- ✓ Report Shares, Alerts
- ✓ Subscriptions, Exploration
- ✓ Downloads & Edits
- ✓ Report Cloning in Cloud
- ✓ QR Codes, Web Publish
- ✓ Lineage & Metrics

Ch 16: Power BI Cloud Gateways

- ✓ Data Gateways, Data Refresh
- ✓ Install, Configure Gateways
- ✓ Data Refresh & Scheduling
- ✓ Gateway Optimizations
- ✓ Incremental Refresh
- ✓ Large Dataset Optimization

Ch 17: Power BI Cloud Apps

- ✓ Power BI Apps: Creation
- ✓ App Sections & Content
- ✓ Audience & App Security
- ✓ App Updates, Favorites
- ✓ App URL, End User Access

Ch 18: Power BI Report Server, RDL

- ✓ Power BI Report Server
- ✓ RS Config Tool Options
- ✓ Report Database, TempDB
- ✓ Web Service & Server URL
- ✓ Report Builder Tool
- ✓ Paginated Report (RDL)
- ✓ RDL Report Publish

Ch 19: DAX Concepts & Calculations

- ✓ DAX Concepts: Intro & Realtime Need
- ✓ DAX Columns: Creation, Use
- ✓ DAX Measures: Creation, Use
- ✓ DAX Functions: IIF, ISBLANK
- ✓ SUM, CALCULATE Functions

Ch 20: DAX Quick Measures

- ✓ Quick Measures in Power BI
- ✓ Running Totals
- ✓ Star Rating Calculations
- ✓ DAX Measures in Data View
- ✓ DAX in Cloud Reports

Ch 21: Data Modelling

- ✓ Dimensions Tables
- ✓ Fact Tables & DAX Measures
- ✓ Data Models & DDAX Joins
- ✓ Star & Snowflake Schemas
- ✓ Many-to-Many Relationships
- ✓ Calculation Groups

Ch 22: DAX Joins, Variables

- ✓ CALCULATEX & Variables
- ✓ COUNT, COUNTA, etc..
- ✓ SUM, SUMX, etc..
- ✓ SELECTED MEMEBER
- ✓ Filter Context, RETURN

Ch 23: DAX Models & Calculations

- ✓ VAR, SWITCH, SUMMARIZE
- ✓ TREATAS, USERRELATIONSHIP
- ✓ CROSSFILTER, GENERATE
- ✓ RANKX, TOPN, WINDOW
- ✓ OFFSET, INDEX

Ch 24: DAX Time Intelligence

- ✓ Need for Time Intelligence
- ✓ Date Table Generation
- ✓ Time Intelligence with DAX
- ✓ PARALLELPERIOD, DATE
- ✓ CALENDAR, Total Functions
- ✓ YTD, QTD, MTD with DAX

Ch 25: DAX - Row Level Security

- ✓ RLS: Row Level Security
- ✓ Data Modelling & Roles
- ✓ Add Cloud Users & KPIs
- ✓ CoPilot with DAX

Ch 26: DAX – Analytical Reports

- ✓ DAX with Excel
- ✓ Analytical Reports
- ✓ Virtual Cube Concepts
- ✓ Cross Filter Reporting
- ✓ Alerts, Data Activator

Ch 27: PL 300 Exam Guidance

- ✓ PL 300 Exam Guidance
- ✓ Exam Samples
- ✓ Exam Scenarios

Realtime Project: Enterprise Healthcare Data & Analytics Platform

Project Objective

Design and implement a modern Healthcare Data Platform using Power BI Analytics and Reporting services to process patient, hospital, clinical, and operational data for reporting, analytics, and decision-making.

Technologies Used

- ✓ SQL Server
- ✓ MS Excel
- ✓ Parquet
- ✓ CSV

- ✓ PDF
- ✓ Azure

Learning Outcomes

After completing this project, you can confidently showcase experience in:

- Power BI Reporting
- Power BI Data Analytics
- Business Process Understanding
- Performance Optimization
- End-to-End Power BI Implementation in Cloud

Module 3: Python (For Business Analysts)

Ch 1: Python Introduction

- ✓ Python Introduction
- ✓ Python Versions
- ✓ Python for Data Analysts
- ✓ Python Architecture

Ch 2: Python Installations

- ✓ Python Introduction
- ✓ Python Installations
- ✓ Anaconda Installation
- ✓ Python IDE & Usage
- ✓ Jupyter Notebooks

Ch 3: Python Print Statement

- ✓ Python Print Statement
- ✓ print(), print()
- ✓ Testing Case Sensitivity
- ✓ Single Line, Multi Line prints
- ✓ print() with single quotations
- ✓ Debug with AI (AI Assistants)

Ch 4: Python Variables

- ✓ Python Variables
- ✓ Assigning values
- ✓ Variable Value Reads
- ✓ Multiple Variables & Print()

Ch 5: Python Operators

- ✓ Arithmetic Operators
- ✓ Python String Literals
- ✓ Single, Double Quotes

- ✓ Format Strings (f string)
- ✓ Comparison, Indexing Operators

Ch 6: Python Data Types

- ✓ Python Data Types
- ✓ Integer, Float, String Data Types
- ✓ Type Casting
- ✓ Multi Value Assignments

Ch 7: Python Lists

- ✓ Creating Python Lists
- ✓ Printing List Items
- ✓ Print List Slices
- ✓ Empty Lists, Append
- ✓ Loops, List Updates

Ch 8: Python Dictionaries

- ✓ Python Dictionary
- ✓ Indexing Dictionaries
- ✓ Edit Key Values
- ✓ Lists inside Dictionaries
- ✓ Delete & Clear

Ch 9: Python Tuples

- ✓ Python Tuples
- ✓ Defining, Indexing
- ✓ Length(), Type()
- ✓ Mixed Values in Tuples
- ✓ Overwriting Tuples

Ch 10: Python IF..ELSE Condition

- ✓ If..Else conditions
- ✓ if..elif..else & Shorthand if
- ✓ composite conditions
- ✓ Indent, pass statement
- ✓ in & negation operators
- ✓ range conditions

Ch 11: Python Dataframes

- ✓ Dataframes: Creation
- ✓ Pandas Dataframes
- ✓ Dataframes From Single List
- ✓ Dataframes from Dictionary
- ✓ Display Dataframes, List Items

- ✓ Identify, Replace Nulls, NumPy

Ch 12: Python SQL DB Access

- ✓ SQL DB Access with Python
- ✓ import pandas.DataFrame
- ✓ pyodbc module, sql functions
- ✓ SQL Query Executions: DDL, DML
- ✓ Filters, Aggregations with SQL
- ✓ Dataframe Usage with SQL

Ch 13: Dataframe Transformations - 1

- ✓ Dataframe Transformations
- ✓ Concat & Append
- ✓ Merge Function
- ✓ Join with Multiple Dataframes
- ✓ Data Type Checks, Conversions
- ✓ Loops with Dataframes

Ch 14: Dataframe Transformations - 2

- ✓ Pandas - Cleaning Data
- ✓ Replace, Transform Columns
- ✓ Data Discovery & Column Fill
- ✓ Identify & Remove Duplicates
- ✓ dropna(), fillna() Functions

Module 4: Advanced Excel, Macros

Ch 1: Basic Functions

- ✓ SUM, AVERAGE, MAX, MIN, COUNT, COUNTA
- ✓ Absolute, Mixed
- ✓ Relative Referencing

Ch 2: Formatting and Proofing

- ✓ Currency Format
- ✓ Format Painter
- ✓ Formatting Dates
- ✓ Custom and Special Formats
- ✓ Formatting Cells

Ch 3: Functions

- ✓ SUMIF, SUMIFS, COUNTIF
- ✓ COUNTIFS, AVERAGEIF
- ✓ AVERAGEIFS, NESTED IF
- ✓ IFERROR STATEMENT
- ✓ AND, OR, NOT

Ch 4: Protecting Excel

- ✓ File Level Protection
- ✓ Workbook
- ✓ Worksheet Protection
- ✓ Security Concepts
- ✓ Realtime Issues, Solutions

Ch 5: Text Functions

- ✓ Upper, Lower, Proper
- ✓ Left, Mid, Right
- ✓ Trim, Len, Exact
- ✓ Concatenate
- ✓ Find, Substitute

Ch 6: Date & Time Functions

- ✓ Today, Now
- ✓ Day, Month, Year
- ✓ Date, Date if, Date Add
- ✓ EOMONTH
- ✓ Weekday Functions

Ch 7: Adv. Techniques

- ✓ Paste Formulas
- ✓ Paste Formats
- ✓ Paste Validations
- ✓ Transpose Tables

Ch 8: New in Excel & 365

- ✓ Charts – Tree map & Waterfall
- ✓ Sunburst, Box and whisker Charts
- ✓ Combo Charts – Secondary Axis
- ✓ Adding Slicers Tool in Pivot & Tables
- ✓ Using Power Map and Power View
- ✓ Forecast Sheet, park lines

Ch 9: New in Excel & 365

- ✓ Using 3-D Map
- ✓ New Controls in Pivot Table
- ✓ Various Time Lines
- ✓ Auto complete a data range
- ✓ Quick Analysis Tool
- ✓ Smart Lookup manage Store

Ch 10: Printing Workbooks

- ✓ Setting Up Print Area
- ✓ Customizing Headers
- ✓ Templates
- ✓ Print Titles –Repeat Rows

Ch 11: Sorting and Filtering

- ✓ Filtering on Text
- ✓ Numbers & Colors
- ✓ Sorting Options
- ✓ Advanced Filters
- ✓ Filter Criteria

Ch 12: What If Analysis

- ✓ Goal Seek
- ✓ Scenario Analysis
- ✓ Data Tables (PMT Function)
- ✓ Solver Tool

Ch 13: Logical Functions

- ✓ If Function
- ✓ How to Fix Errors – if error
- ✓ Nested If
- ✓ Complex if and or functions

Ch 14: Data Validation

- ✓ Number, Date & Time
- ✓ Text and List Validation
- ✓ Custom validations formulas
- ✓ Dynamic Dropdowns

Ch 15: Lookup Functions

- ✓ V lookup / H Lookup
- ✓ Index and Match
- ✓ Smooth User Interface
- ✓ Nested V Lookup
- ✓ Reverse Lookup
- ✓ Worksheet linking
- ✓ V lookup with Helper Column

Ch 16: Pivot Tables - 1

- ✓ Creating Simple Pivot Tables
- ✓ Classic Pivot table
- ✓ Choosing Field
- ✓ Filtering PivotTables

- ✓ Modifying PivotTable Data
- ✓ Grouping
- ✓ Calculated Fields

Ch 17: Pivot Tables - 2

- ✓ Array with IF, LEN
- ✓ MID function formulas.
- ✓ Array with Lookup functions.
- ✓ Various Charts
- ✓ SLICERS, Filter data
- ✓ Manage Primary Axis
- ✓ Manage Secondary Axis

Ch 18: Excel Dashboard

- ✓ Planning a Dashboard
- ✓ Adding Tables and Charts to Dashboard
- ✓ Adding Dynamic Contents to Dashboard

Ch 19: VBA Macros

- ✓ Using Outlook Namespace
- ✓ Outlook Configurations, MAPI
- ✓ Worksheet Operations
- ✓ Workbook Operations
- ✓ Merge Worksheets using Macro
- ✓ Merge multiple excel files into one sheet

Module 5: Project Requirements & Work Flow

Ch 1: Project Concepts

- ✓ What is a Project
- ✓ What is a Product
- ✓ SMART Analysis
- ✓ Business Analyst in the Project Team
- ✓ Business Analyst in the Product Team

Ch 2: Project Life Cycles

- ✓ Systems Development Life Cycles
- ✓ Project Life Cycles
- ✓ Product Life Cycles
- ✓ Requirement Life Cycles
- ✓ Seventh Morning's Requirements Development Life Cycle

Ch 3: Forming Requirements

- ✓ Overview of Requirements
- ✓ Attributes of Good Requirements

- ✓ Types of Requirements
- ✓ Requirement Sources
- ✓ Gathering Requirements from Stakeholders
- ✓ Common Requirements Documents

Ch 4: Transforming Requirements

- ✓ Stakeholder Needs Analysis
- ✓ Decomposition Analysis
- ✓ Additive/Subtractive Analysis
- ✓ Gap Analysis
- ✓ Notations (UML & BPMN)
- ✓ Flowcharts
- ✓ Swim Lane Flowcharts
- ✓ Entity-Relationship Diagrams
- ✓ State-Transition Diagrams
- ✓ Data Flow Diagrams
- ✓ Use Case Modelling
- ✓ Business Process Modelling

Ch 5: Finalizing Requirements

- ✓ Presenting – 10 Tips
- ✓ Presenting Requirements
- ✓ Socializing Requirements and Gaining Acceptance
- ✓ Prioritizing Requirements

Ch 6: Managing Requirements Assets

- ✓ Change Control
- ✓ Requirements Tools

Ch 7: Project Management Life Cycle

- ✓ Traditional Project Management
- ✓ Tack your Initiation
- ✓ Start your Execution Phase
- ✓ Monitor and Control
- ✓ Get the Signoff

Ch 8: Product Management Life Cycle

- ✓ Idea without fail
- ✓ Research More
- ✓ Do the Analysis
- ✓ Implement the solution
- ✓ Test the Results

Ch 9: Product Growth Management

- ✓ Introduction to the Market
- ✓ Define the Growth
- ✓ Identify the Maturity
- ✓ Decline the product

Module 6: Agile & BRD

Ch 1: Data Storytelling

- ✓ Data storytelling
- ✓ Chart Types
- ✓ Trend Visualisation
- ✓ BRD Documentations
- ✓ BRD Analysis
- ✓ Insights Generation
- ✓ Dashboard Building

Ch 2: Business Thinking

- ✓ Systems thinking
- ✓ Understanding Business Models
- ✓ KPI trees
- ✓ OKRs

Ch 3: Experimentation & A/B testing

- ✓ Experiment Design
- ✓ Hypothesis Building
- ✓ Control groups, sample size
- ✓ Interpreting Test Results
- ✓ Significance vs Business Impact

Ch 4: Opportunity Sizing & Market Research

- ✓ User Segmentation
- ✓ Opportunity sizing: TAM, TOM, SOM
- ✓ Hypotheses building
- ✓ Market research and analysis

Ch 5: Metrics & Analysis

- ✓ How to define metrics
- ✓ KPIs and KFI
- ✓ Analysis techniques
- ✓ Data instrumentation

Ch 6: Descriptive and Inferential Statistics

- ✓ Z-score
- ✓ Central Limit Theorem
- ✓ P-Value

- ✓ Hypothesis testing
- ✓ Power Analysis

Module 6: Real-Time Project Work

Project Title: Enterprise Healthcare Patient Care & Operations Analytics Platform

Business Scenario

A multi-specialty healthcare organization operates multiple hospitals and clinics. Management currently receives patient, appointment, billing, treatment and operational information from multiple systems and spreadsheets.

The organization wants to implement a centralized analytics solution to help management understand **patient volumes, appointment trends, doctor utilization, treatment activity, billing performance and operational KPIs.**

The Business Analyst is responsible for understanding stakeholder requirements, documenting the solution, analyzing the data and coordinating the development of management dashboards.

Stakeholders : Hospital Management | Doctors | Operations Team | Finance/Billing Team | Data Team | Reporting Team

Phase 1 – Requirement Gathering

Students identify business requirements through simulated stakeholder discussions.

Example requirements:

Management wants to monitor patient registrations, appointments, cancellations, doctor utilization, department performance, billing and treatment trends through a centralized reporting solution.

Students classify requirements into:

Business Requirements → Functional Requirements → Data Requirements → Reporting Requirements → Non-Functional Requirements

Phase 2 – BA Documentation

Students prepare practical project documents:

- ✓ Project Scope
- ✓ Stakeholder Analysis
- ✓ BRD
- ✓ Functional Requirements
- ✓ As-Is Process
- ✓ To-Be Process
- ✓ Gap Analysis
- ✓ Business Rules
- ✓ Process Flow
- ✓ Use Cases
- ✓ User Stories
- ✓ Acceptance Criteria

This directly puts your existing requirements curriculum into practice.

Phase 3 – Healthcare Data Model

Patients

PatientID, AgeGroup, Gender, City, RegistrationDate

Doctors

DoctorID, Specialization, Department, Location

Appointments

AppointmentID, PatientID, DoctorID, AppointmentDate, Status

Treatments

TreatmentID, PatientID, DoctorID, DiagnosisCategory, TreatmentType

Billing

BillID, PatientID, TreatmentID, Amount, PaymentStatus, PaymentDate

Departments

DepartmentID, DepartmentName, HospitalLocation

Phase 4 – SQL Business Analysis

How many patients visit each department?

Which doctors handle the highest appointment volumes?

What is the monthly patient-registration trend?

What percentage of appointments are cancelled?

Which departments generate the highest billing amount?

What are the outstanding payment amounts?

Which locations have the highest patient volumes?

The objective is not merely writing queries; students learn how to translate a **business question** → **data requirement** → **SQL analysis** → **business insight**.

Phase 5 – Excel & Python Analysis

Use **Advanced Excel** for validation, PivotTables, lookups, summary analysis and management reports.

Use **Python/Pandas** to load datasets, identify missing data, remove duplicates, standardize values, merge patient/appointment/billing datasets and generate analysis-ready data.

This uses the Python capabilities already included in your curriculum, especially DataFrames, SQL access, Pandas transformations and cleaning.

Phase 6 – Power BI Healthcare Dashboard

Build a multi-page dashboard.

Executive Overview: Total Patients, Total Appointments, Total Revenue, Cancellation Rate, Outstanding Billing.

Patient Analysis: Patient demographics, registrations by month, patients by city/location, new vs. returning patient patterns where supported by the project data.

Doctor & Department Analysis: Appointments by doctor, patients by department, workload distribution and department trends.

Financial Analysis: Billing trends, collections, outstanding amounts and department-wise billing.

Appointment Analysis: Scheduled, completed and cancelled appointments, appointment trends and doctor utilization.

Phase 7 – Business Insights & Recommendations

What happened? → **Why does it matter?** → **What should stakeholders investigate or act on?**

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