

# Investment and Outcome Estimation Course

## The Challenge

Most investment decisions rely on single-point estimates—one number for cost, one for benefit, one for timeline. But these estimates are almost always wrong, and the bias is rarely random. Single-point thinking hides real risk, creates false confidence, and leads to poor allocation of capital.

Teams that can't express uncertainty with ranges and probability aren't making decisions—they're guessing, systematically.

*"As a portfolio lead, I needed more than just theory—I needed a way to apply better estimation in real decisions. This course helped me work with ranges and probabilities, and the feedback on my own case made it directly applicable."*

Sandra P, Portfolio Lead

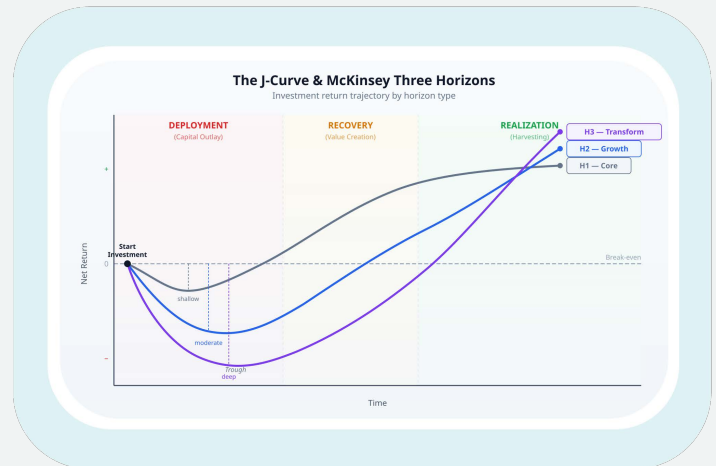
*"Simple, effective, and not too intense. Felt like something that will be part of our future work and not just a tick box exercise.."*

Tim C. Product Manager

## The Solution

This course teaches professionals to reason about uncertainty the right way—using probability distributions, ranges, and Monte Carlo simulations to model outcomes rather than predict them. Participants work with real initiatives, building estimation skills that apply immediately to portfolio and investment decisions.

The J-curve illustrates a core concept: different initiative types follow different return trajectories, and understanding this is essential for sound investment decisions.



## COURSE TOPICS

- Forecasting and estimation techniques
- Probability distributions
- J-curve investment modelling
- Monte Carlo simulations
- Developing an initiative and applying estimation techniques

## LEARNING GOALS

- Understand why single-point estimates are misleading
- Estimate costs and benefits using ranges
- Apply probability distributions in decision-making
- Understand how Monte Carlo simulations work
- Improve product, portfolio, and investment decisions

## AVAILABLE FORMATS

### Essentials — 1 hour

Self-paced introduction to probabilistic estimation and forecasting

### Full — 4 hours

Self-paced training + hands-on initiative development with personal instructor feedback

### Workshop — 6–8 hours

Instructor-led session tailored to your initiatives with real-time discussion and expert feedback

## WHO SHOULD ATTEND?

- Epic Owners & Product Managers
- Solution & Business Owners
- Anyone making investment or prioritisation decisions
- Lean Portfolio Management (LPM) teams
- PMO, LPMO, and VMO members
- Leaders working with forecasting, planning, or budgeting