

Business Case Guideline WPBA Benchmark Sheet

	Concerns	Good practice	Trainer Comments
Investigates business process in Trust	Superficial understanding of process, not taken time to engage with appropriate stakeholders	Investigated, understood and able to describe the correct process, key stakeholders and other financial aspects	
Reviews evidence for item/service requirement	Has not looked at evidence in depth, involved relevant stakeholders appropriately or used current resources adequately	Reviews evidence. Involves other resources; specialist, local and national guidelines, seeks senior support appropriately. Aware of budgets.	
Presents case logically	Not suitable for current ED process	Makes case in clear and logical way, explains benefit to current practice, involves stakeholders	
Weighs options	No other solutions explored	Identifies options and shows evidence of pros and cons for the department. Able to discuss proposed option with evidence. Looks at financial aspects and budget.	
Conclusions appropriate	Not based on evidence or case made	Appropriate conclusions based on best evidence, advice from stakeholders and Ed budget constraints.	
Uses appropriate template	Does not do this or done poorly, mistakes or assumptions made	Uses Trust template and completes clearly with appropriate detail	
Reflection	Has not demonstrated required learning or reflection from process	Demonstrates understanding of developing and writing a business case. Identified and reflected on personal learning points.	

The assessor is asked to consider the learner's performance in all of the domains listed in completing this statement:

“Based on this WPBA, I would be satisfied that this learner could develop a business case as a newly appointed consultant”

Yes	
No	
Signature	
GMC	
Date	

If no, these are the reasons and my recommendations for further work: