

Coincent 3 Year Program Curriculum Business Analyst with AI :

Partnered by



India is shaping its future with Start-Up Companies

*Empowering Learners,
Accelerating Careers.*

ABOUT COINCENT

Coincent offers a 3-Year Program that is a well-structured, career-focused initiative designed to equip students with practical skills, real-world experience, and strong placement support. The program is tailored to ensure progressive learning and career readiness across three year phases.

Why It's Unique

- Only one batch per year with limited seats (150 students) per Domain to maintain quality.
- Prepares students step-by-step to become job-ready by graduation.

“Business Analyst with AI Overview at Coincent - Learn by Doing”

The **Business Analyst with AI Course** equips learners with the skills to analyze business problems, gather and document requirements, and leverage AI tools to improve productivity and decision-making. The course combines industry-standard Business Analysis practices with AI-assisted techniques to prepare learners for modern digital transformation projects.

Key Highlights:

- Learn how to identify business problems, gather requirements, create user stories, and document business solutions using industry-standard Business Analysis techniques.
- Understand Agile methodologies, stakeholder management, process modeling, requirement prioritization, and AI-assisted documentation using modern AI tools.
- Gain practical experience by working on real-world projects across domains such as Healthcare, FinTech, Smart Cities, and EdTech while building an industry-ready Business Analysis portfolio.

Business Analysts play a vital role in digital transformation by bridging the gap between business stakeholders and technical teams. With the growing adoption of **Artificial Intelligence, Agile methodologies, and data-driven decision-making**, organizations across industries are actively seeking Business Analysts who can effectively combine business knowledge with AI-powered tools to deliver innovative and efficient business solutions.

3-Year Program Structure Breakdown

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Year 1 :- Industrial Training

1. Introduction to Business Analysis

1.1 What is Business Analysis?

- Introduction to Business Analysis.
- Roles and responsibilities of a Business Analyst.
- Importance of Business Analysis in organizations.

1.2 The Role of a Business Analyst

- Understanding business needs.
- Bridging business and technical teams.
- Supporting business decision-making.

Learning Outcomes

- Understand the role of a Business Analyst.
- Identify the key responsibilities of a BA.
- Recognize the value of Business Analysis in projects.

2. Understanding Business Problems

2.1 Business Problems

- Identifying business challenges.
- Understanding business needs and objectives.

2.2 Problem Statement

- Creating effective problem statements.
- Understanding the **WHO + WHAT + IMPACT + ROOT CAUSE** approach.

Learning Outcomes

- Identify business problems.
- Develop clear and structured problem statements.
- Analyze the impact and root cause of business issues.

3. Stakeholder Analysis

3.1 Introduction to Stakeholders

- Understanding stakeholders in a project.
- Importance of stakeholder management.

3.2 Stakeholder Types

- Sponsor.
- End User.
- Technical Team.
- Regulatory Stakeholders.

3.3 Stakeholder Mapping

- Introduction to the Power-Interest Grid.
- Identifying and prioritizing stakeholders.

Learning Outcomes

- Identify different stakeholder groups.
- Perform stakeholder mapping.
- Prioritize stakeholders based on project needs.

4. Requirements Elicitation

4.1 Introduction to Elicitation

- Understanding requirements gathering.
- Importance of effective communication.

4.2 Elicitation Techniques

- Interviews.
- Workshops.
- Observation

4.3 Questioning Techniques

- Open-ended questions.
- Closed-ended questions.
- Selecting the right questioning approach.

Learning Outcomes

- Understand the requirements elicitation process.
- Apply different elicitation techniques.
- Use effective questioning methods to gather business requirements.

5. Project Overview

5.1 Project Brief

- Introduction to the CampusBite project.
- Understanding business objectives.
- Identifying project scope and stakeholders.

5.2 Project Review

- Reviewing project requirements.
- Understanding the business problem and expected outcomes.

Learning Outcomes

- Understand the purpose of a business project.
- Analyze project scope and objectives.
- Interpret a project brief effectively.

6. Business and Functional Requirements

6.1 Business Requirements

- Understanding business goals.
- Defining Key Performance Indicators (KPIs).
- Identifying business needs.

6.2 Functional Requirements

- Writing functional requirements using the "The system shall..." format.
- Understanding system functionality and user expectations.



Learning Outcomes

- Differentiate between business and functional requirements.
- Document business goals and system requirements.
- Write clear and structured functional requirements.

7. Non-Functional Requirements

7.1 Introduction to Non-Functional Requirements

- Understanding system quality attributes.
- Importance of non-functional requirements.

7.2 Types of Non-Functional Requirements

- Performance.
- Security.
- Availability.
- Scalability.
- Usability.

Learning Outcomes

- Determine Understand non-functional requirements.
- Identify different quality attributes of a system.
- Define measurable non-functional requirements.

8. User Stories

8.1 Introduction to User Stories

- Understanding Agile user stories.
- Importance of user-centric requirements.

8.2 Writing User Stories

- Using the format: **As a [Role], I want [Action], So that [Benefit]**.
- Creating clear and effective user stories.

Learning Outcomes

- Understand the purpose of user stories.
- Write user stories using a standard format.
- Capture user requirements effectively in Agile projects.

9. Acceptance Criteria

9.1 Acceptance Criteria

- Understand the purpose of acceptance criteria in validating requirements.
- Learn to write simple and testable acceptance criteria.

9.2 Given-When-Then Format

- Write acceptance criteria using the **Given-When-Then** format.
- Ensure requirements are clear and easy to test.

Learning Outcomes

- Write basic acceptance criteria.
- Create testable software requirements.

10. Requirements Documentation

10.1 Requirements Package

- Understand how project requirements are documented.
- Review the **CampusBite Requirements Summary**.

10.2 Requirements Review

- Organize and verify business requirements.
- Prepare requirements for project implementation.

Learning Outcomes

- Document project requirements.
- Review and organize requirement documents.

11. As-Is Process

11.1 Business Process

- Understand how current business processes work.
- Identify people, activities, and outcomes involved.

11.2 As-Is Process Mapping

- Create a simple flow of the existing process.
- Identify areas for improvement.

Learning Outcomes

- Understand existing business processes.
- Create basic As-Is process diagrams.

12. To-Be Process

12.1 Future Process Design

- Learn how to design an improved business process.
- Map requirements to future workflows.

12.2 Gap Analysis

- Identify missing steps and process improvements.
- Validate the proposed business process.

Learning Outcomes

- Design a simple To-Be process.
- Identify gaps between current and future processes.

13. Stakeholder Communication

13.1 Communication Skills

- Understand the importance of communication in Business Analysis.
- Learn to communicate effectively with stakeholders.

13.2 Audience-Based Communication

- Adapt communication for executives, developers, and end users.
- Present information clearly to different audiences.

Learning Outcomes

- Communicate with different stakeholder groups.
- Present business information effectively.

14. Requirements Prioritization

14.1 Prioritizing Requirements

- Understand the need for prioritizing business requirements.
- Learn how prioritization supports project planning.

14.2 MoSCoW Technique

- Organize Classify requirements as **Must Have, Should Have, Could Have, and Won't Have**.
- Prioritize features based on business value.

Learning Outcomes

- Apply the MoSCoW prioritization technique.
- Prioritize project requirements effectively.

15. Process Review and Communication

15.1 Process Review

- Review the business process and project requirements.
- Understand how process improvements support business goals.

15.2 Stakeholder Communication

- Prepare feature priority lists and stakeholder updates.
- Communicate project progress through professional emails.

Learning Outcomes

- Review business processes effectively.
- Communicate project updates with stakeholders.

- Document feature priorities. project requirements.

16. Agile Fundamentals

16.1 Introduction to Agile

- Understand the basics of Agile software development.
- Compare Agile and Waterfall methodologies.

16.2 Agile Concepts

- Learn about Sprint, Product Backlog, and Sprint Goal.
- Understand the Agile development lifecycle.

Learning Outcomes

- Understand Agile principles.
- Differentiate between Agile and Waterfall.
- Explain basic Agile concepts.

17. Business Analyst in Agile Teams

17.1 Role of a Business Analyst

- Understand the responsibilities of a Business Analyst in a project team.
- Learn how BAs collaborate with developers, testers, and designers.

17.2 Team Collaboration

- Identify the information each team member requires during the project.
- Support effective communication throughout the development lifecycle.

Learning Outcomes

- Understand the BA's role in Agile teams.
- Collaborate effectively with project stakeholders.
- Support cross-functional teams.

18. Common Business Analysis Mistakes

18.1 Common Challenges

- Identify common mistakes made during requirement gathering and analysis.
- Understand the importance of complete and accurate documentation.

18.2 Best Practices

- Avoid vague requirements, missing stakeholders, incomplete acceptance criteria, and lack of approvals.
- Apply best practices for successful business analysis.

Learning Outcomes

- Identify common BA mistakes.
- Apply best practices in requirement management.
- Improve requirement quality and project success.

19. AI Ethics for Business Analysts

19.1 AI in Business Analysis

- Understand how AI can assist with documentation, summaries, and requirement drafting.
- Learn the benefits and limitations of AI tools in business analysis.

19.2 Responsible Use of AI

- Recognize the importance of confidentiality, compliance, and human review.



- Understand the Business Analyst's responsibility for validating and approving project deliverables.

Learning Outcomes

- Use AI tools responsibly in business analysis.
- Identify the limitations of AI-generated content.
- Apply ethical practices when using AI in projects.

20. Final Project and Portfolio

20.1 Business Analysis Portfolio

- Compile project documents, requirements, user stories, and process diagrams into a professional portfolio.
- Organize project artifacts following industry standards.

20.2 Final Presentation

- Present the complete Business Analysis project to stakeholders.
- Demonstrate problem analysis, requirements, process design, and solution recommendations.

Learning Outcomes

- Build a professional Business Analysis portfolio.
- Present business solutions confidently.
- Demonstrate end-to-end Business Analysis skills through a capstone project.



Year 2: - Application & Project Phase:

– Year 2 is full of hands-on-experience on 4 live projects -

1. **SmartParking- Business Analysis Project**

- **SmartParking** is a smart parking management system that enables users to check parking availability, reserve parking spaces, and make digital payments through a mobile application.
- Analyze business requirements, identify stakeholders, prepare functional and non-functional requirements, create user stories with acceptance criteria, and prioritize features using the **MoSCoW** technique.
- Develop a complete Business Analysis requirements package including stakeholder communication and project documentation.

2. **Smart Healthcare Portal**

- **Smart Healthcare Portal** is a digital healthcare platform that enables patients to book diagnostic tests online, access medical reports securely, and receive automated appointment and report notifications.
- Prepare business requirements, stakeholder analysis, user stories, sprint planning, and functional specifications for a healthcare management system.
- Develop a complete Business Analysis documentation package following industry standards and best practices.

3. **Digital Financial Services Platform**

- **Digital Financial Services Platform** is a secure financial management system that enables digital payments, transaction tracking, expense management, and financial insights through an integrated platform.
- Analyze business requirements, identify project risks, prepare requirement documents, and prioritize product features for a minimum viable product (MVP).

- Develop user stories, stakeholder analysis, compliance requirements, and complete Business Analysis documentation following industry best practices.

4. **Manage Marketplace Platform in EdTech**

- **Manage Marketplace Platform in EdTech** is an online platform that connects students, mentors, trainers, and educational service providers, enabling course enrollment, project collaboration, mentorship, and skill development.
- Prepare business requirements, stakeholder analysis, business process flows, user stories, and functional specifications for the marketplace platform.
- Develop a complete Business Analysis portfolio including process diagrams, stakeholder communication, sprint planning, and project handover documentation following industry best practices.

Year 3 - Placement & Internship Phase:

1. **Guaranteed Internship Phase**

- In Year 3, Coincent guarantees an internship with partner companies. The internship includes a formal Internship Offer Letter and a Completion Certificate upon successful completion.
- This is part of 3 year Program “Industrial Training + Internship” model – It covers live classes, mentorship, and project work, but the internship phase itself is completely complimentary

2. **Structured Placement Preparation**

- Coincent supports students in portfolio-building with multiple completed projects (typically around 8) and Microsoft-aligned certifications .
- Coincent provides mock interviews, resume reviews, and training for HR and technical rounds – all aimed at preparing you for real-world hiring.

3. **Final Take**

- Coincent’s 3rd year transforms theory into practical experience through a guaranteed internship, builds a robust credentials portfolio, and equips you with placement-ready skills via mock interviews and resume prep. If you're in your 4th year, this phase sets you on a clear trajectory from "training" to "hired."