

Knowledge Management Benefits Tree

A Practical Tool from *David Skyrme Associates*

A benefits tree is a simple but effective tool for showing interdependencies between different types of benefit. Many senior executives want a clear understanding of the 'bottom line' benefits of knowledge management before they invest. Typically a knowledge initiative is an infrastructure project where the cost is visible, but the benefits are diffused throughout the organization. A benefits tree relates the immediately visible benefits, through a series of steps to those understood by senior executives. This tool-kit introduces the concept and shows you how to develop such a tree (as illustrated below) for your own situation.

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Other Tools in this Series

Knowledge Management Assessment:

- 1) *50 questions to assess your KM capabilities*
- 2) *Know-All 10 - basic ten question set**

Knowledge Usage Template*

Those tools denoted with * are available free. Others can be purchased online. Details and downloads of these and other *Instant Knowledge* items are available from the *Knowledge Connections* web-site:

<http://www.skyrme.com/tools/index.htm>

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