

# Requirements Elicitation and Selection

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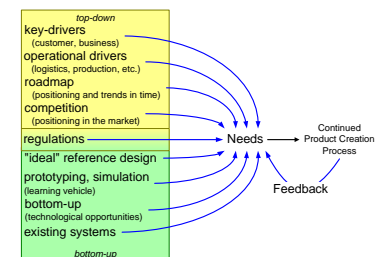
## Abstract

An elicitation method for needs is described using many different viewpoints. A selection process with a coarse and a fine selection is described to reduce the specification to an acceptable and feasible subset.

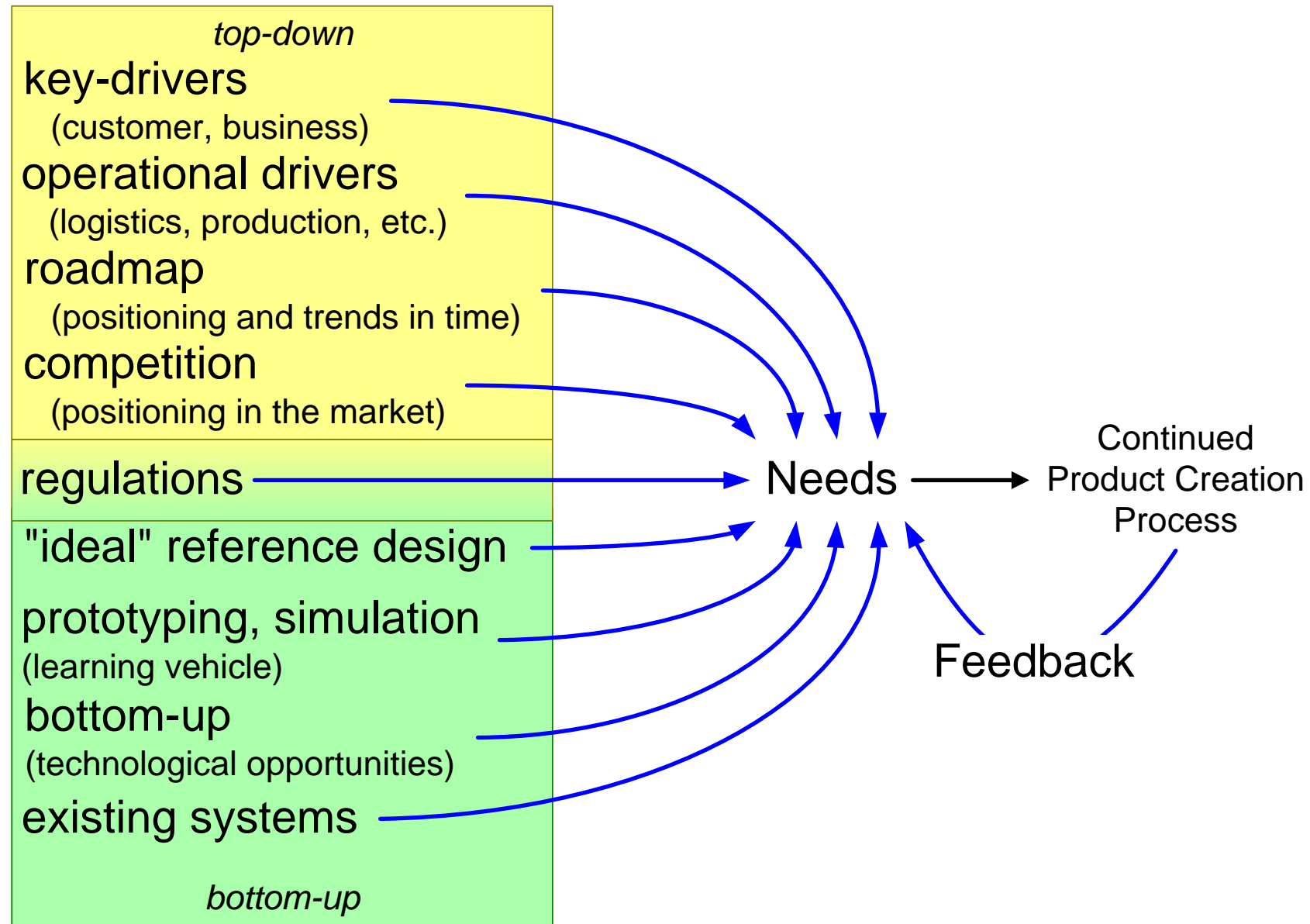
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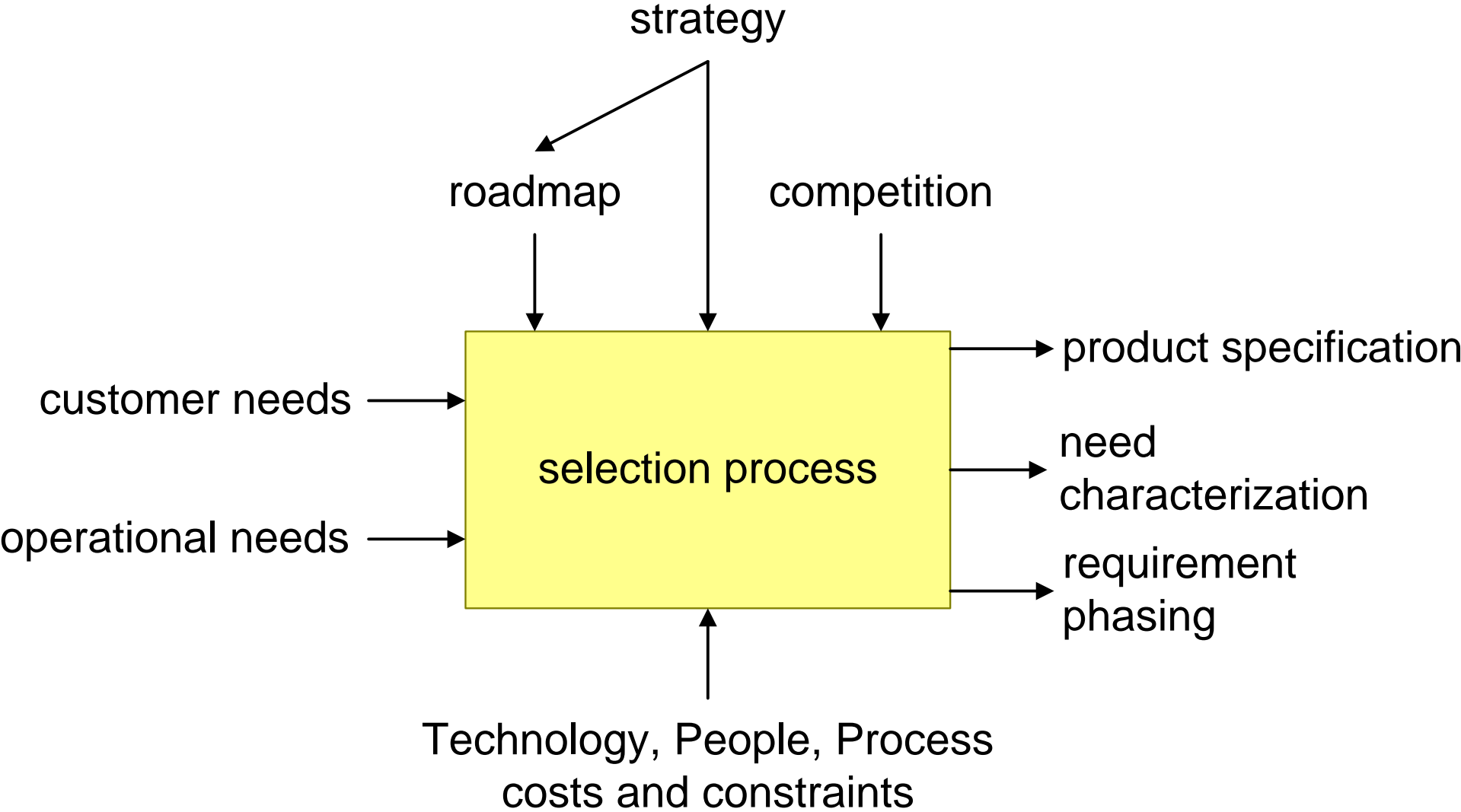
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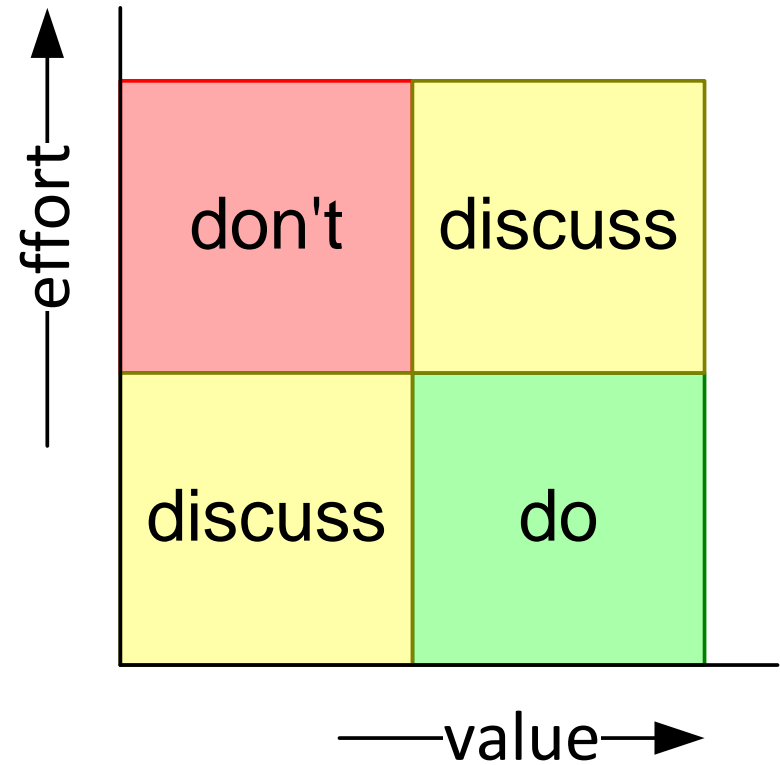
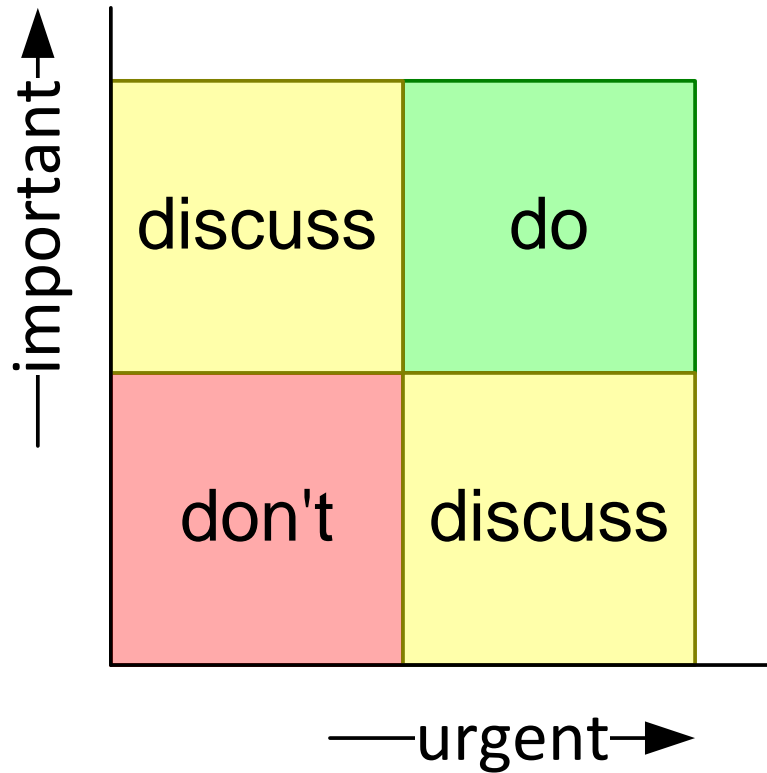
# Complementary Viewpoints to Capture Requirements



# Requirement Selection Process



# Simple Qualification Method



# Examples of Quantifiable Aspects

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- Value for the customer
- (dis)satisfaction level for the customer
- Selling value (How much is the customer willing to pay?)
- Level of differentiation w.r.t. the competition
- Impact on the market share
- Impact on the profit margin

Use relative scale, e.g. 1..5 1=low value, 5 -high value

Ask several knowledgeable people to score

Discussion provides insight (don't fall in spreadsheet trap)