

At a Glance: Other Prioritization Methods

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\$100 allocation

Stakeholders get a fictitious \$100 to spend on requirements. After they allocate their money, tally the total for each requirement and then divide that total by the number of stakeholders. Rank-order each requirement, with the highest totals being most important.

QFD

Quality functional deployment is a structured methodology for taking into account customer needs (i.e., the "voice of the customer"). You create a product planning matrix known as the "house of quality," which reflects both what (customer needs) and how (designer needs).

Pairwise analysis

You successively rank requirements by comparing them in pairs until the top requirements emerge at the top of the stack.

Weighted criteria analysis

Criteria are weighted so that some have higher value than others. Numbers are assigned to each weighted criterion to arrive at a total score for each requirement.

AHP

Analytical hierarchy process is a mathematically based approach for evaluating items according to criteria. It originated with Thomas Saaty.

Dot voting

Stakeholders are assigned sticky dots (which can also be color-coded) to allocate to requirements. You count the dots to narrow the list of requirements.

Kano model

A two-dimensional model developed by Noriaki Kano for classifying product attributes (functionality) and their effect on customer satisfaction. Categories are “must haves” (basic/threshold), “spokens,” and “delighters.”

Win-win spiral model

Barry Boehm’s negotiation method for identifying stakeholders’ “win” conditions and then negotiating across all conditions and stakeholders to arrive at priorities.

Author Information

Ellen Gottesdiener, principal consultant of EBG Consulting (www.ebgconsulting.com), helps teams to collaboratively explore requirements, shape their development processes, and plan and review their work. Her book [*Requirements by Collaboration: Workshops for Defining Needs*](#) (Addison-Wesley, 2002) describes how to use multiple models to elicit requirements in collaborative workshops.

Ellen’s most recent book, [*The Software Requirements Memory Jogger: A Pocket Guide to Help Software and Business Teams Develop and Manage Requirements*](#) (GOAL/QPC, 2005) is the “go-to” industry guide for requirements good practices for business owners and analysts.

She is a certified professional facilitator and a member of IEEE, IIBA, IAF, ACM, and DAMA. Visit [EBG’s Web site](#) for more articles, resources, to register for her free eNewsletter “[Success with Requirements](#),” and more. You can contact Ellen at: ellen@ebgconsulting.com.