





Choosing suitable elicitation techniques

Legend:

-	not recommended
0	no influence => may be used
+	recommended
++	highly recommended

															
Human influences															
Low motivation of the stakeholders (to participate actively)	-	-	-	-	-	-	+	-	0	0	+	+	++	++	
Low communication skills	-	-	-	-	-	-	++	++	0	0	+	+	++	++	
Ability to think in the abstract deficient	-	-	-	-	-	0	++	++	+	0	+	+	++	++	
Many different opinions	+	+	++	+	+	+	++	++	+	0	0	0	0		
Imbalance of power between the people involved	-	-	+	-	-	0	0	0	0	0	0	0	0		
Problematic group dynamics	-	-	+	+	+	0	0	0	0	0	0	0	0		
Organizational influences															
Development for a complex market	++	+	+	+	+	+	-	-	++	+	+	+	0		
Fixed, tight project budget	++	++	++	+	+	-	+	-	++	+	+	+	++		
Wide distribution of stakeholders	-	-	0	-	-	-	0	0	++	0	0	0	0		
Poor availability of the stakeholders	+	+	+	-	-	-	+	-	++	+	+	++	++		
High number of stakeholders	+	+	-	+	+	0	0	-	++	0	0	++	0		
Technical influences															
High criticality of the business matter	0	0	0	+	+	0	++	-	+	+	++	++	+		
System has a large scope	0	0	0	0	0	-	+	0	+	+	++	++	+		
No previous experience in the domain	0	0	0	0	0	0	-	0	+	+	++	++	+		
Trying to find rough requirements	++	++	++	+	+	0	+	0	+	+	++	++	0		
Trying to find detailed requirements	+	+	+	+	+	0	+	++	+	+	++	++	+		
Non-functional requirements wanted	0	0	0	0	0	+	0	+	+	+	++	++	+		
High complexity of the business matter	0	0	0	0	0	+	-	0	+	+	++	++	+		
Part of the syllabi for CPRE Foundation Level (*), Advanced Level															
Elicitation & Consolidation (**)	*, **	*, **	**	**	**	*, **	*, **	**	*, **	*, **	*, **	*, **	*, **		