

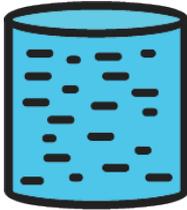
**SUPSI**

**DEFINE AND ELABORATE REQUIREMENTS:  
SECRETS FOR ACHIEVING PROJECT  
SUCCESS**

**Presenter: Irina Kulikova, PhD(tech.), PMP**

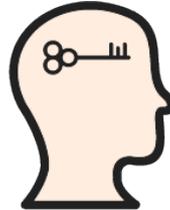
**Date: Monday, 27 March 2019**

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## WHY

this topic  
is a vital  
question?



## SECRETS

for achieving  
project  
success



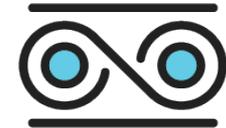
## CONCLUSION



**WHY this topic is a vital question?**



# WE TALK A LOT ABOUT REQUIREMENTS



Contains about eight thousands articles, deliverables, webinars devoted to the requirements problem

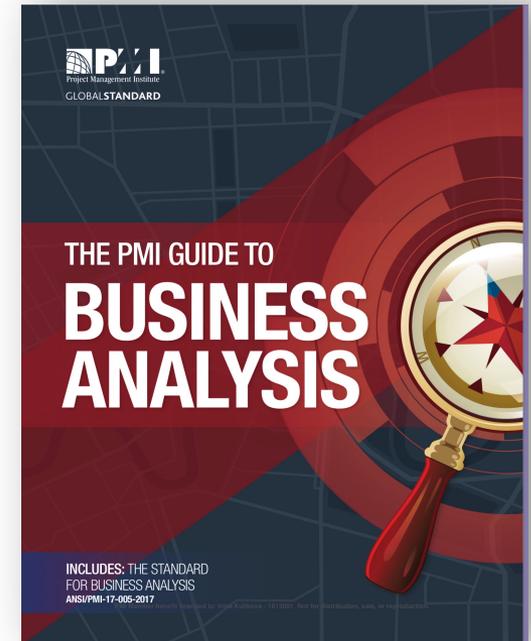
Only on the Amazon there are thousands of books devoted to the requirements problem

And we know a lot of tools, methods and templates for working with requirements

# WHAT DOES DEFINE AND ELABORATE REQUIREMENTS MEAN?

According to “The PMI Guide to Business Analysis”:

- Requirement is “a condition or capability that is necessary to be present in a product, service, or result to satisfy a business need”;
- “Define and elaborate requirements is the process of refining and documenting requirements and other types of product information at the appropriate level of detail, format, and level of formality required for various audience”.



# WHAT DO WE HAVE NOW?

Incorrect requirements are the main cause of project failure (ranging between 47% and 70% in recent years).



# WHAT COULD WE DO?

We need new thinking, new lines of approach to use standard methods and technics, which will help us to be ahead.





**SECRETS FOR ACHIEVING  
PROJECT SUCCESS**

# # SECRET NUMBER ONE

To look at the problem above.

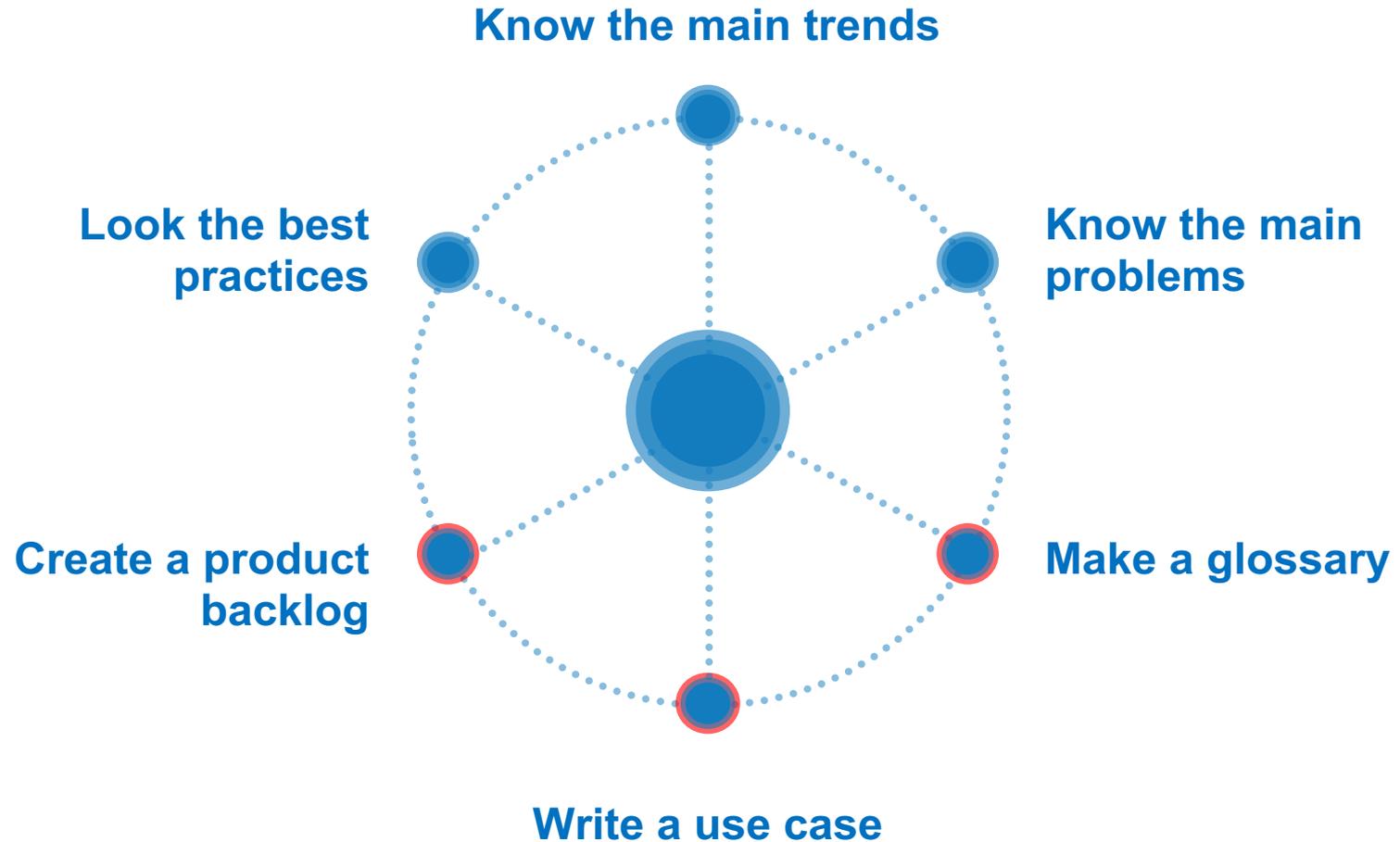
“

You can never  
solve a problem  
on the level  
on which it was  
created.

*Albert Einstein*



# HOW COULD WE DO THIS?



# BEST PRACTICE EXAMPLE

1

The customer wanted an information system for collecting and processing material applications.

2

We used the secret number one.

3

We have developed a needs management information system from their occurrence to the materials write-off.



# SECRET NUMBER ONE BENEFITS



- You talk with the customer on the same language.
- You can easy to understand the situation.
- You can find the best solution.



# # SECRET NUMBER TWO

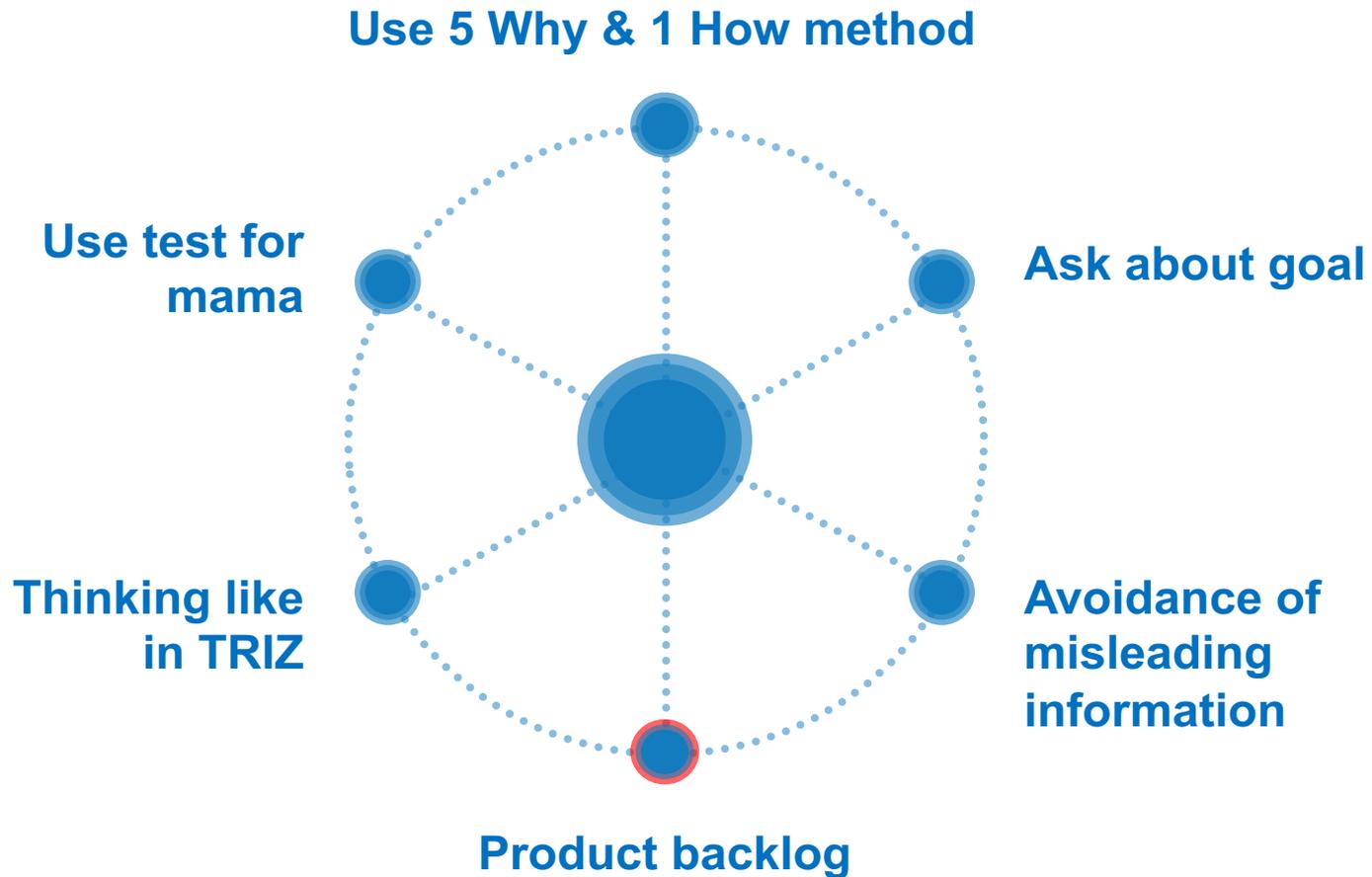
To ask the right questions.



Always the  
beautiful answer  
who asks a more  
beautiful  
question.

*Edward E. Cummings*

# HOW COULD WE DO THIS?



# BEST PRACTICE EXAMPLE

1

The customer (Ministry of transport) wanted to be able to enter into the system a summary of billboards on the roads.

2

We used the secret number two.

3

Added functionality into the system with the ability to enter data about billboards, with automatic check of permission to install and binding to the road and road section.

# SECRET NUMBER TWO BENEFITS



- You get necessary information.
- You understand right what really the customer need.
- You formulated the right requirements.

# # SECRET NUMBER THREE

## Requirements management

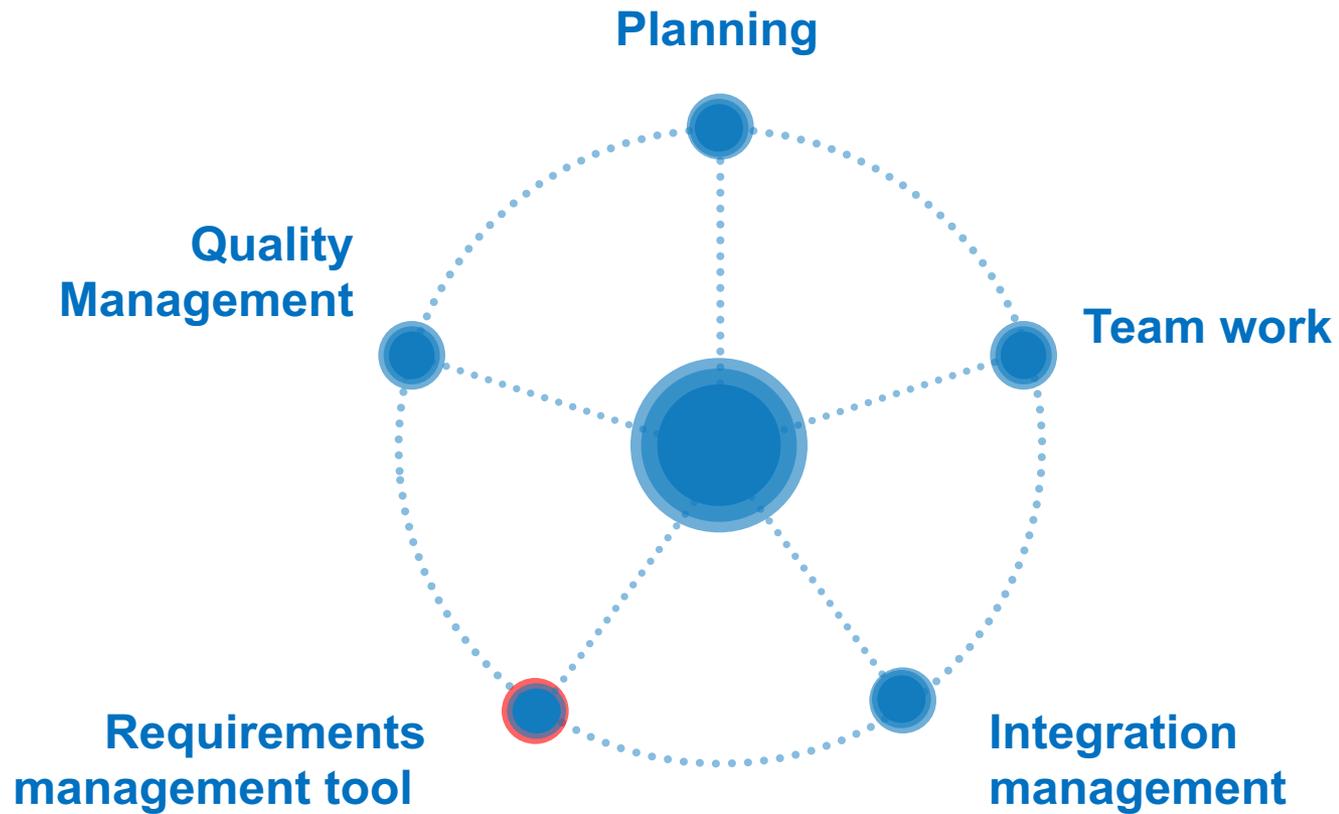
“

To achieve great things, two things are needed; a plan, and not quite enough time.

*Leonard Bernstein*



# HOW COULD WE DO THIS?



# BEST PRACTICE EXAMPLE

1

—  
We created the Government Information System of Fuel and Energy Complex (several thousand users, thousands of functions, thousand and one reports, etc.)

2

—  
We used the secret number three.

3

—  
The requirements were formulated correctly, it was easy to work with changes, later none of these requirements were forgotten during implementation.

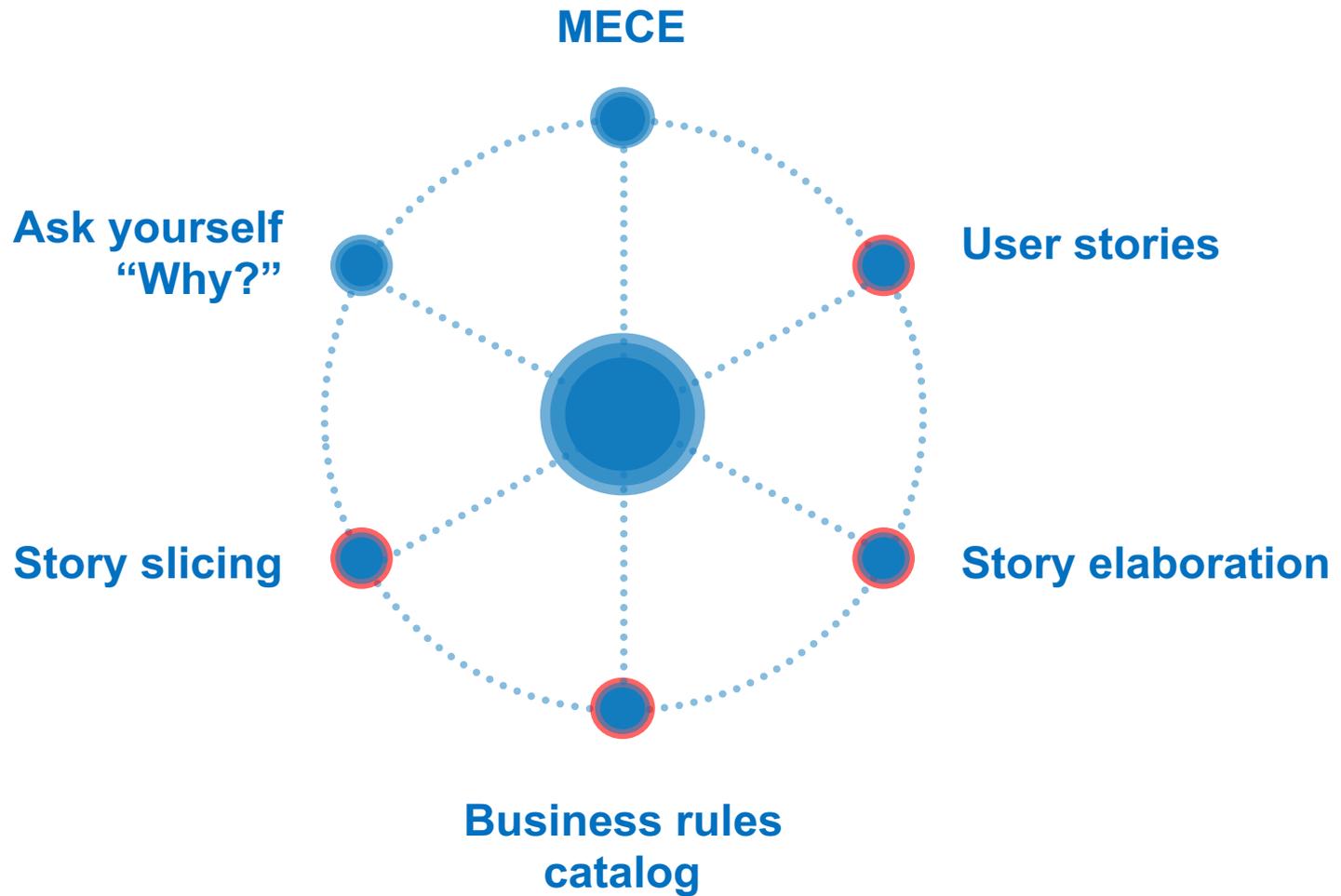
# SECRET NUMBER THREE BENEFITS



- We know what we are building.
- The transparency of the process.
- The define and elaborate requirements process is managed process.



# HOW COULD WE DO THIS?



# BEST PRACTICE EXAMPLE

1

---

We have developed a children's center portal. This center attracts the children from different countries to have relax and develop. Vouchers can be bought or received for free by winning the competition. The mechanisms are different, people which working with it are different, but it was necessary to build a common schema.

2

---

We used the secret number four.

3

---

The existing scenarios were analyzed. Based on them a single scenario with different extensions was compiled. This optimized the processes and facilitated the further development of the portal.

# SECRET NUMBER FOUR BENEFITS



- Requirements are clear & reliable.
- Requirements are consistent.
- Requirements are comprehensive.



**CONCLUSION**

A man dressed as a superhero, wearing a red cape and a blue mask, stands on a set of dark grey stairs. He is wearing a white patterned shirt and blue jeans. He has a confident, heroic posture, with one foot on a higher step and his right arm raised in a fist. The background is a textured, light blue-grey wall.

**To formulate the right requirements is a very complexity task, and there are a lot of information about different methods and tools.**

**But following for these secrets give you the perfect start to achieving project success.**

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**Thank you**

**Questions?**