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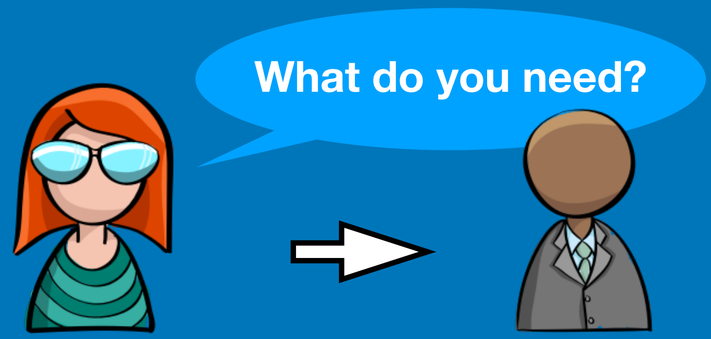
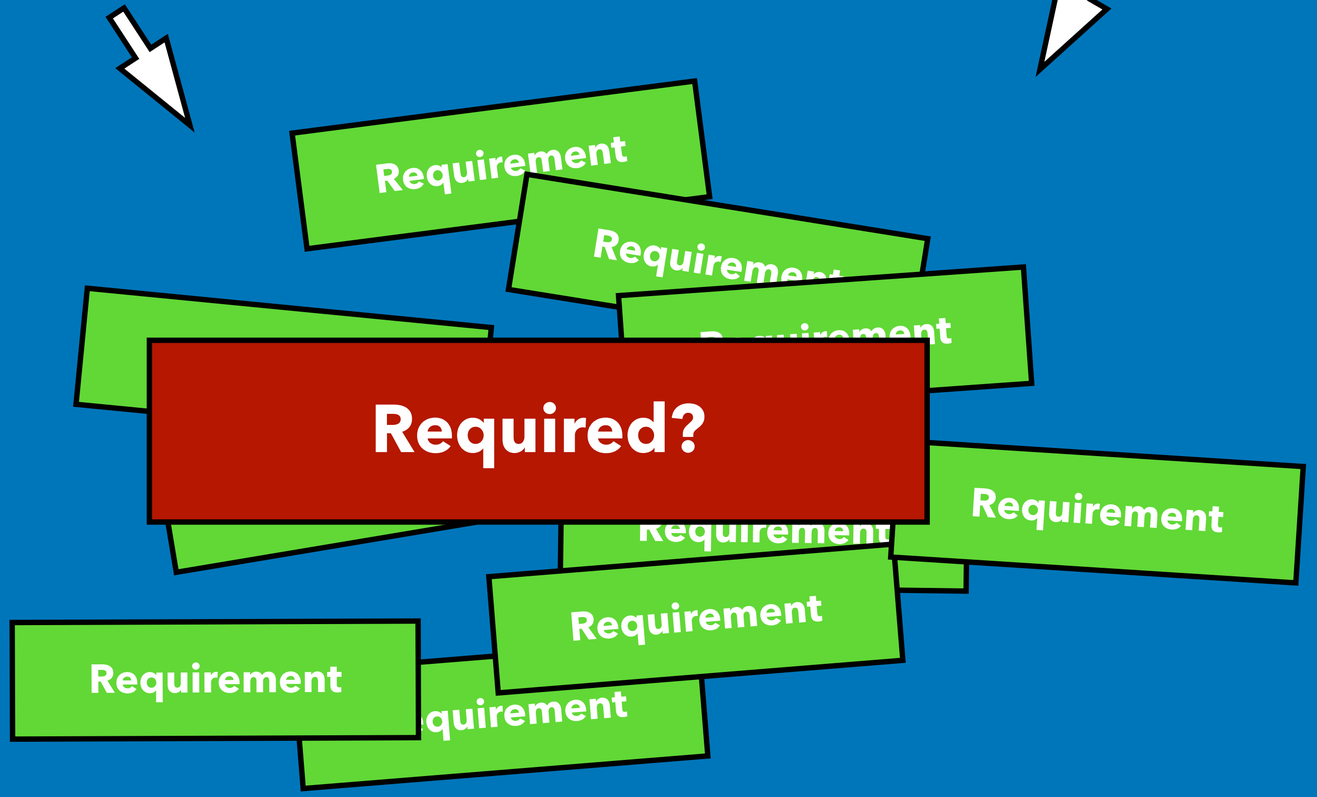
IT-Solutions

Mom, Dad… where do requirements come from?

pieter.hens@aca-it.be





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Assumption vs Requirement

validation

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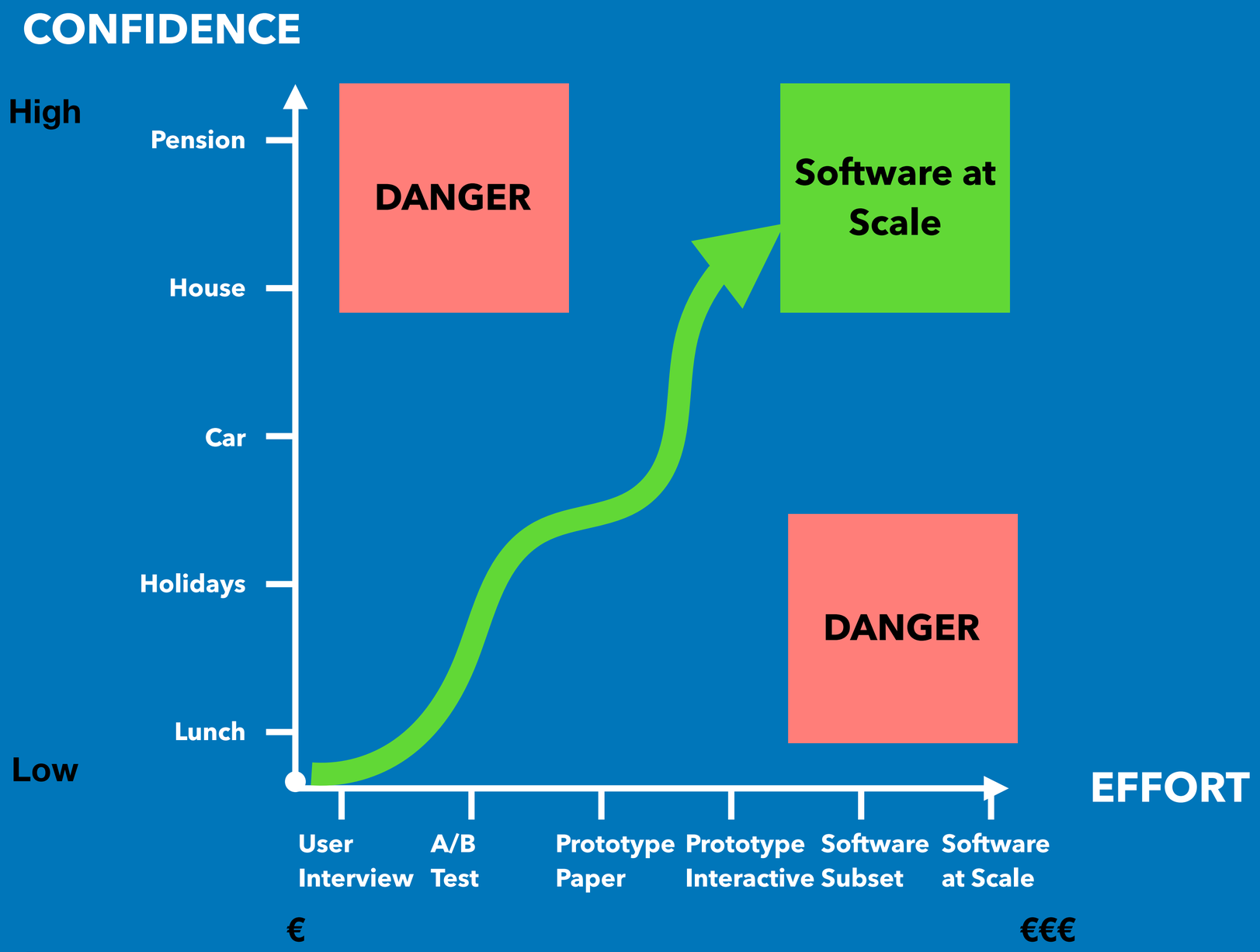

Before building software that scales, performs and has many users around the globe...

... build something else first

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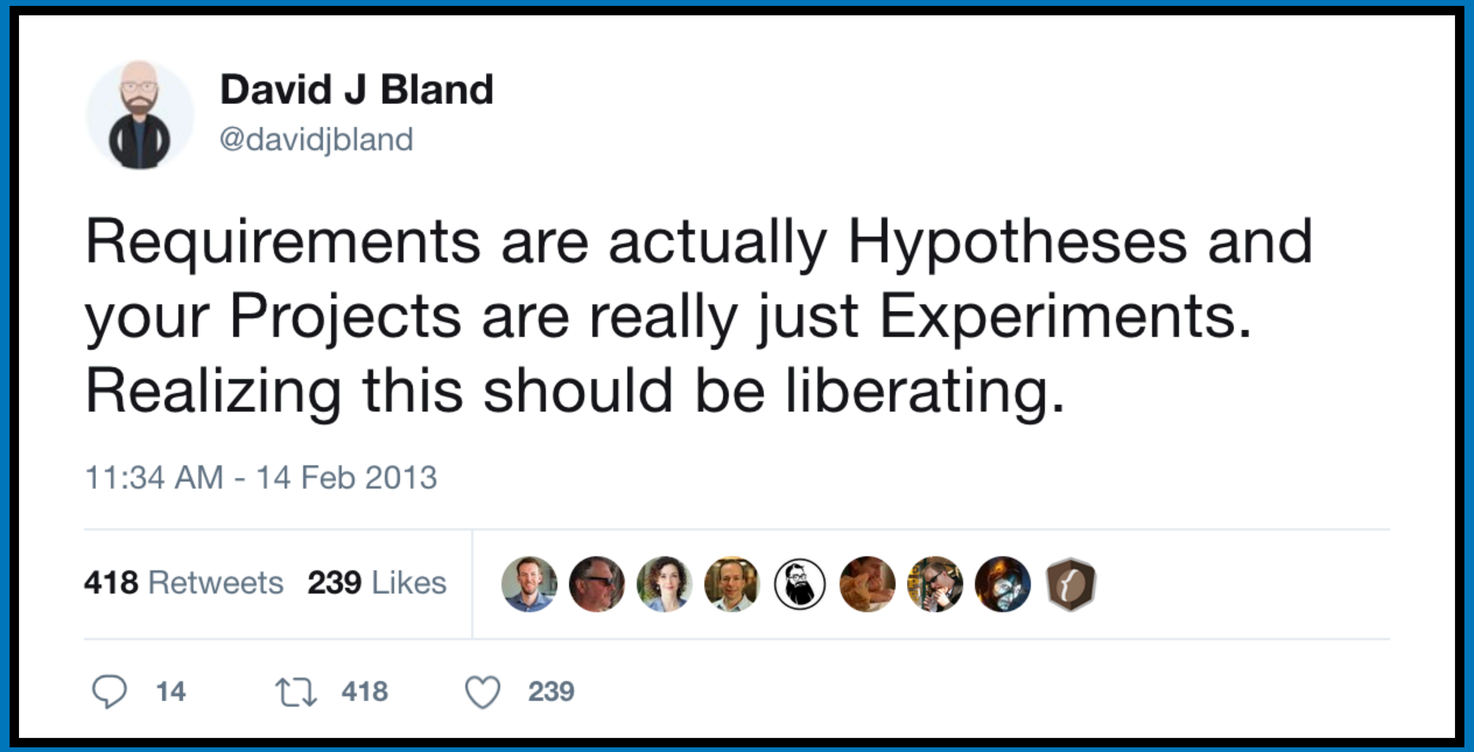
Based on Constables Truth Curve

Requirement → Assumption



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1

Requirement → Assumption

The subscriber can set up an auto-renewal of his/her subscription

Desirability

- Subscriber has manual overhead when renewing
- Most subscribers renew (retention)
- Subscribers do not want a ‘gap’ in their subscriptions
- Subscribers ‘trust’ us enough for auto renewal

Feasibility

- There exists a payment method that we can use without intervention of the subscriber
- Legal is OK with this

Viability

- The amount of renewals increases with 10%
- Cost of development is recouped after 1 year

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2

RISK

HIGH

There exists a payment method that we can use without intervention of the subscriber

Subscribers do not want a ‘gap’ in their subscriptions

Most subscribers renew (retention)

Subscriber has manual overhead when renewing

LOW

HIGH

CONFIDENCE

Subscribers ‘trust’ us enough for auto renewal

Cost of development is recouped after 1 year

The amount of renewals increases with 10%

Legal is OK with this

LOW

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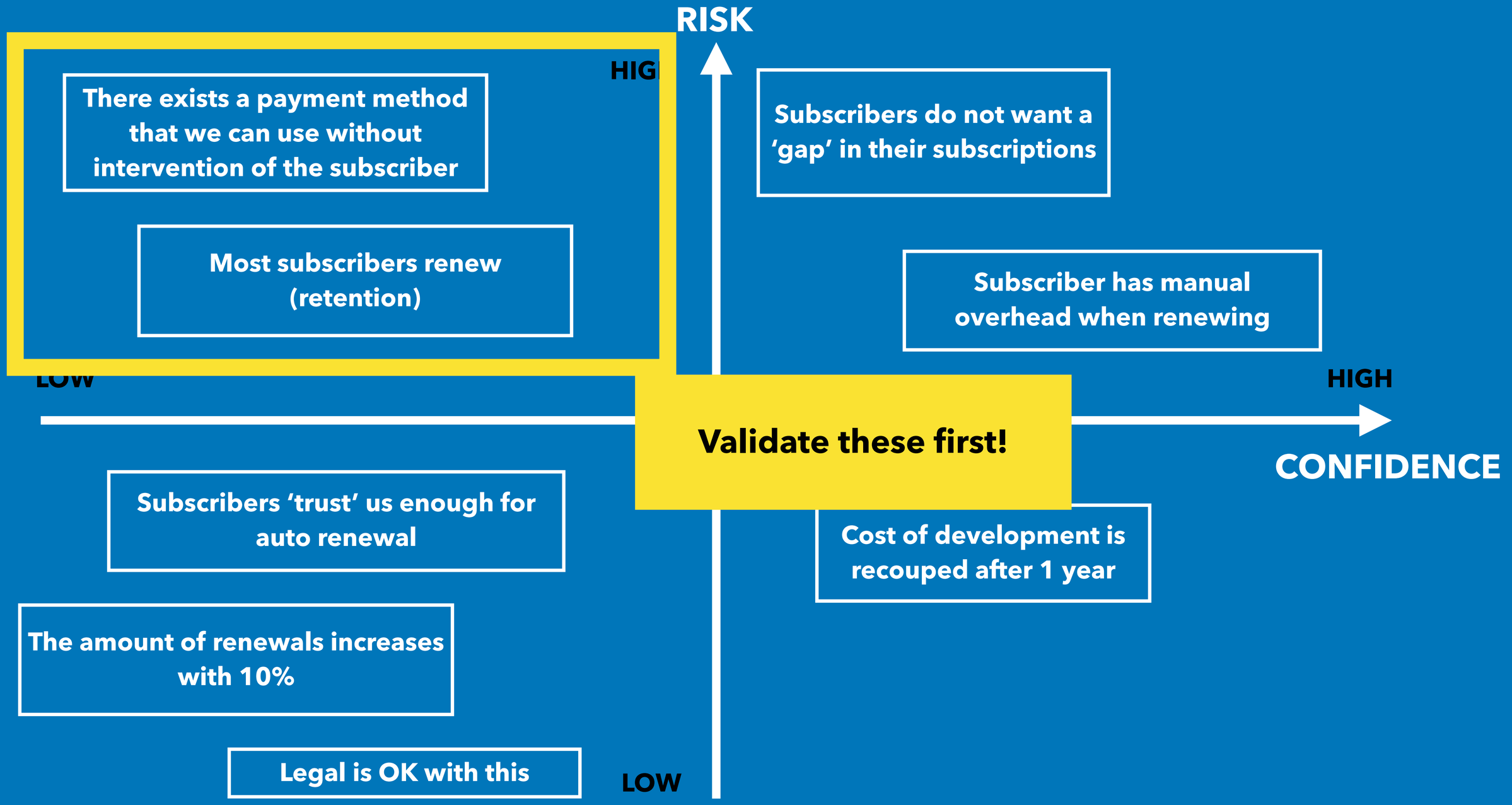
Based on Assumption Mapping by David J Bland

2



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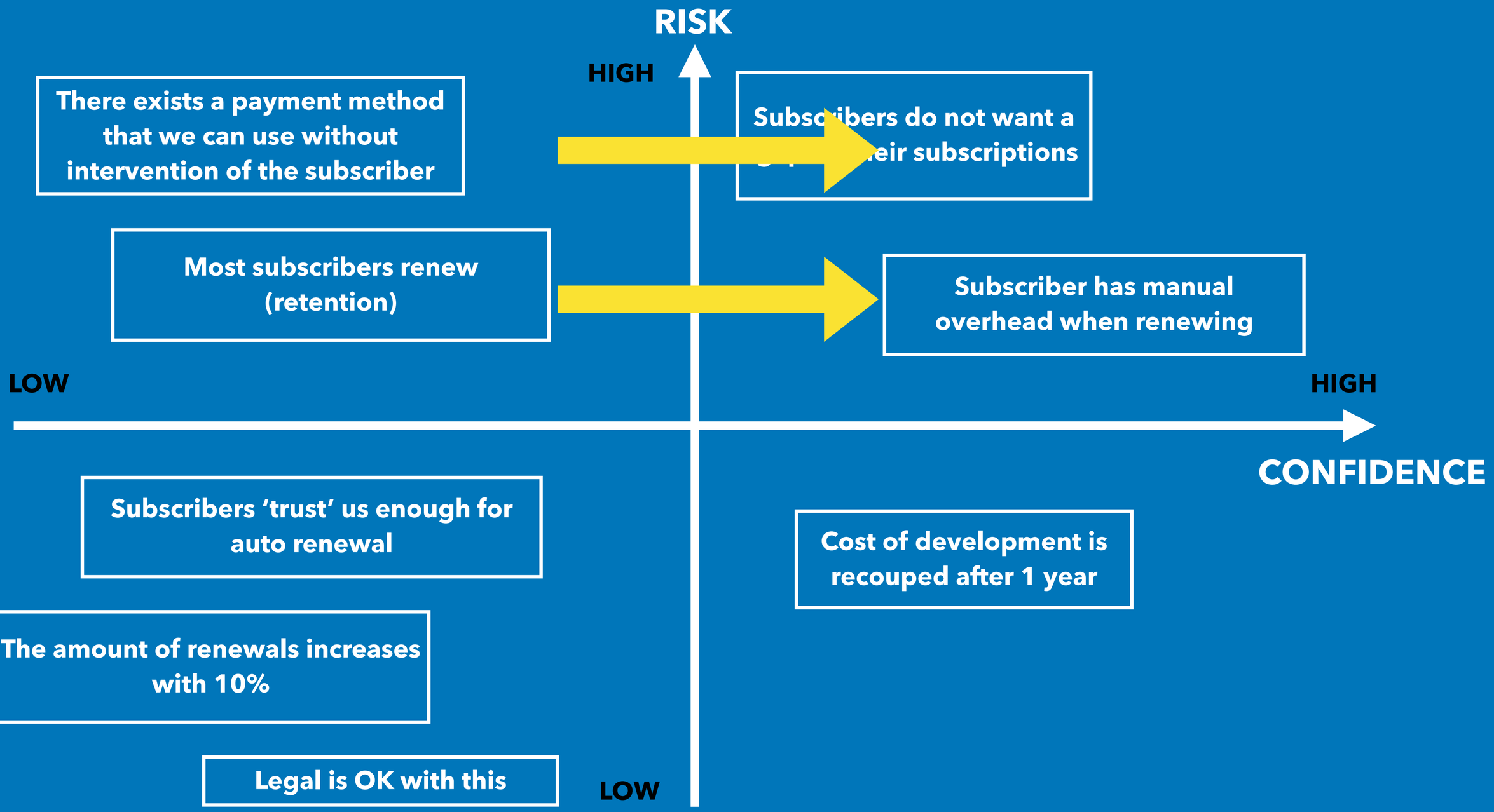
2



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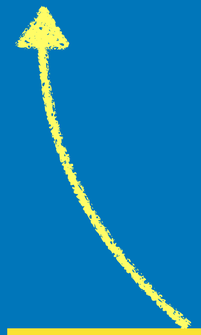
3

TODO	DOING	VALIDATED
Most subscribers renew (retention)	Subscribers do not want a ‘gap’ in their subscriptions	Subscriber has manual overhead when renewing
		There exists a payment method that we can use without intervention of the subscriber



Least amount of work to validate this assumption?

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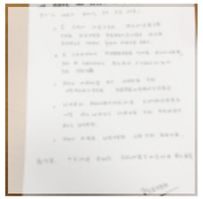
BigOven.

Hi Pieter,

We've received your RecipeScan submission (#135186) and we're working on adding the recipe to BigOven.
For your reference, here's the recipe image you sent us:



Track the status of your recipe request here:
https://www.bigoven.com/recipe/scanstatus?id=135186
Questions or comments? Contact us at support@bigoven.com (**RecipeScan number 135186.**)
Ready to submit another recipe? Visit:
http://www.bigoven.com/recipe/scan
Happy cooking!
Your friends at BigOven

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~~Requirements Gathering~~

Next?

Assumption Mining

Experiment Design

Test

Confidence

Low

High

Requirement

Story Backlog

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Requirements
are born out of validated
Assumptions

Test... before continuing

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