

# Requirements Elicitation and Selection

by *Gerrit Muller* University of South-Eastern Norway-NISE

e-mail: `gaudisite@gmail.com`

`www.gaudisite.nl`

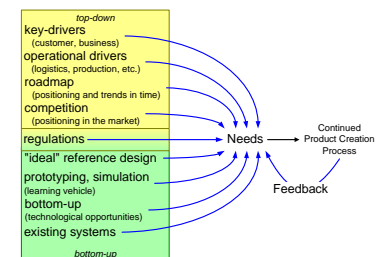
## Abstract

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.

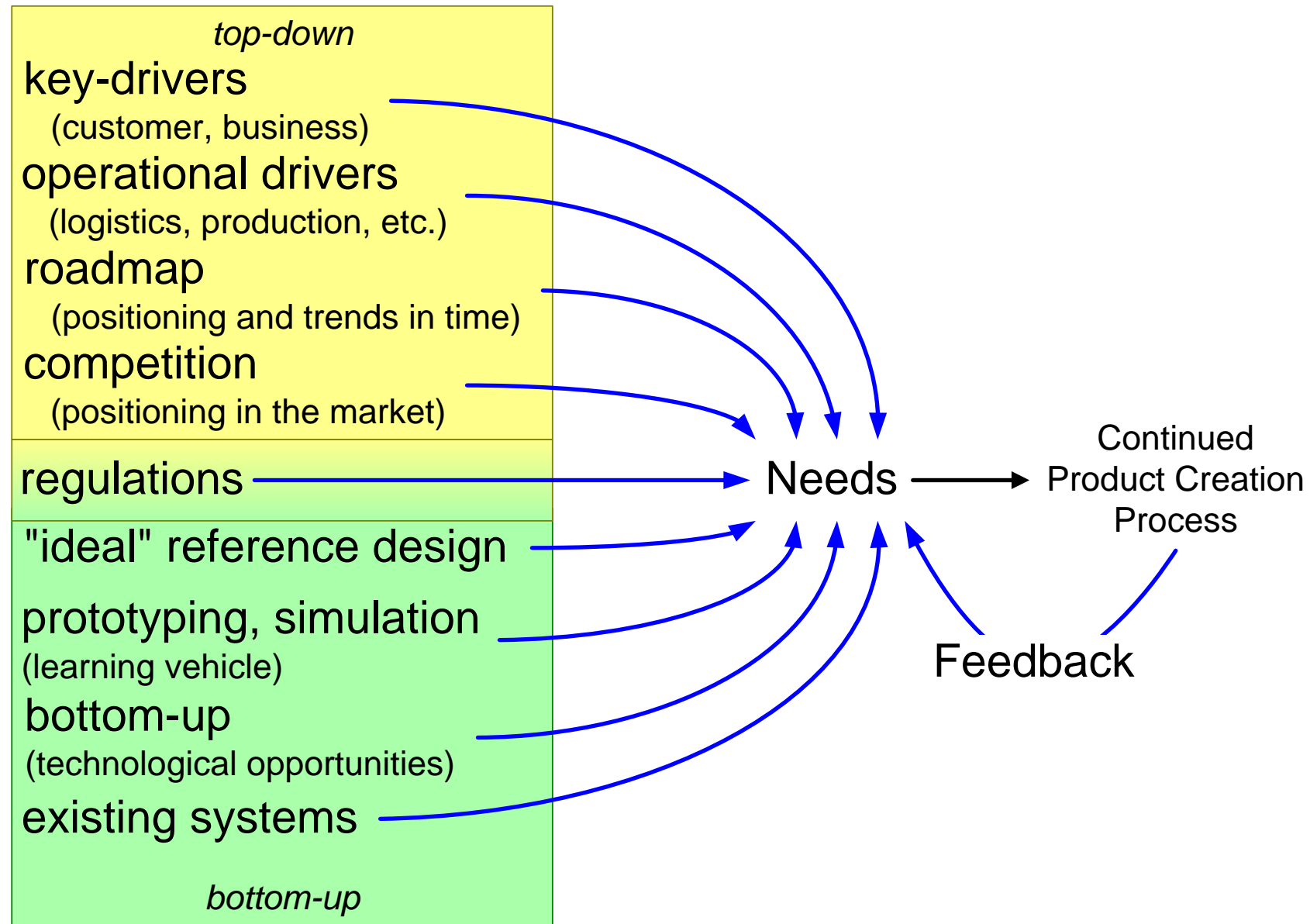
## Distribution

This article or presentation is written as part of the Gaudí project. The Gaudí project philosophy is to improve by obtaining frequent feedback. Frequent feedback is pursued by an open creation process. This document is published as intermediate or nearly mature version to get feedback. Further distribution is allowed as long as the document remains complete and unchanged.

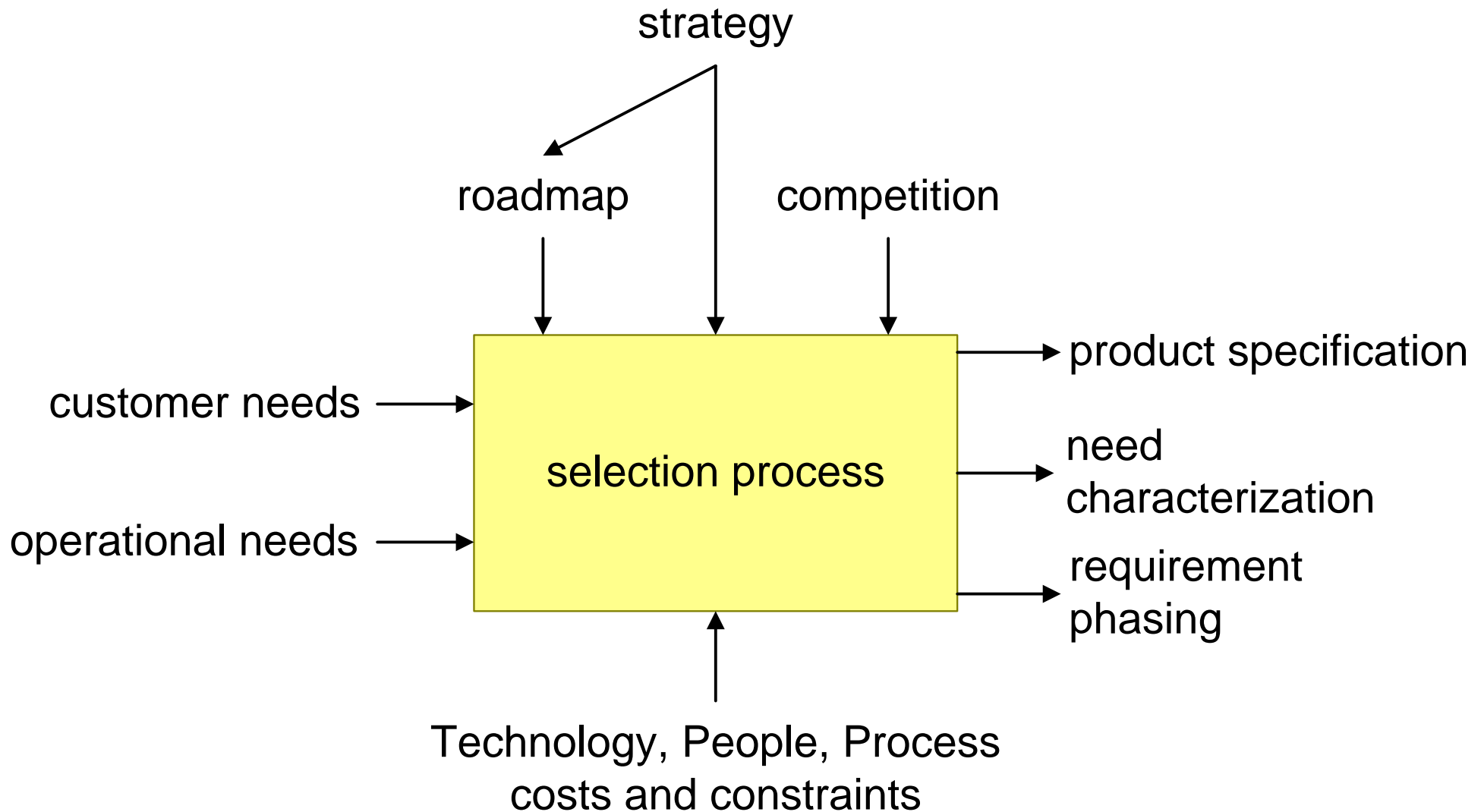
August 16, 2025  
status: draft  
version: 0



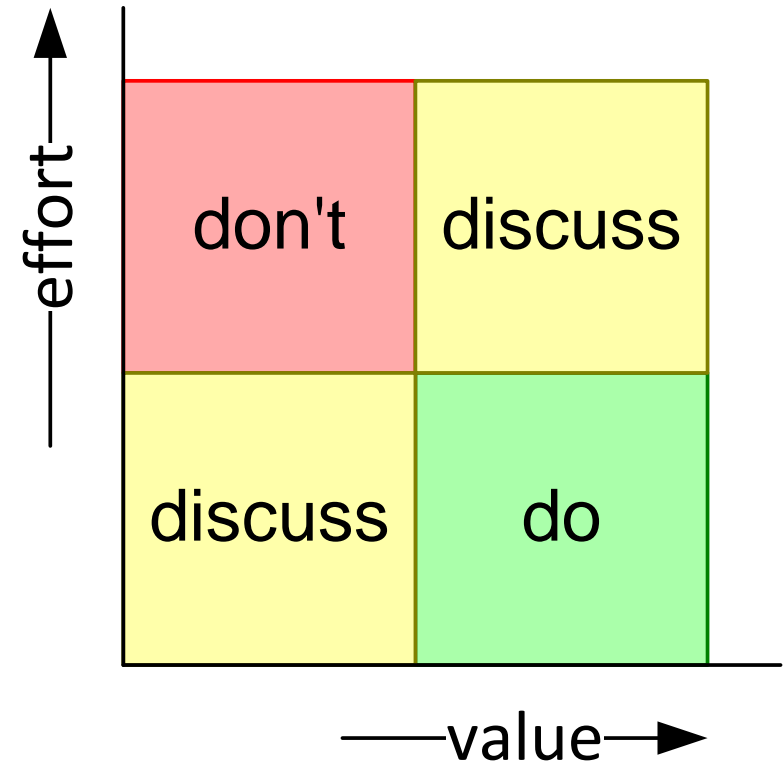
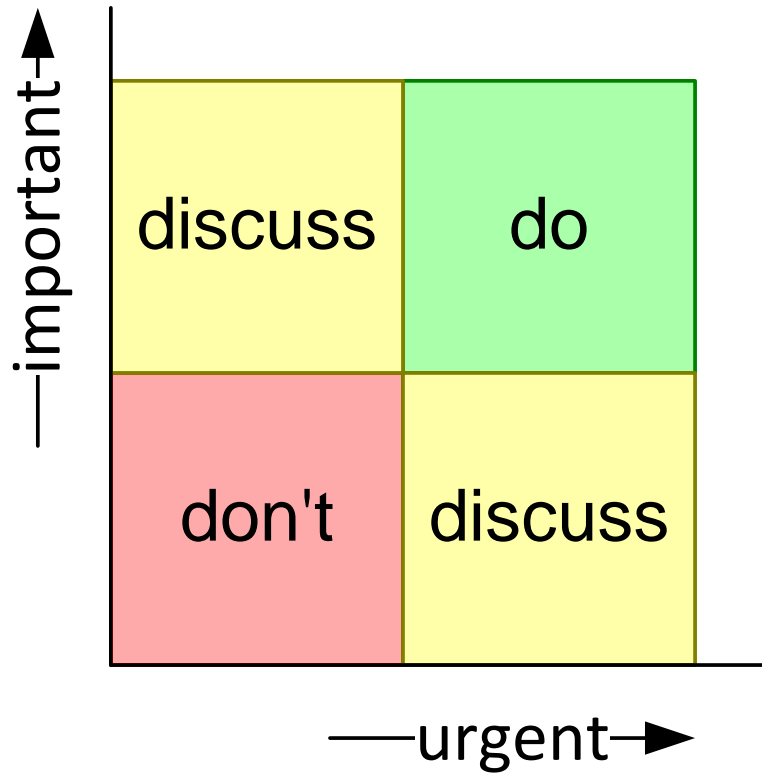
# Complementary Viewpoints to Capture Requirements



# Requirement Selection Process



# Simple Qualification Method



# Examples of Quantifiable Aspects

---

- 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)