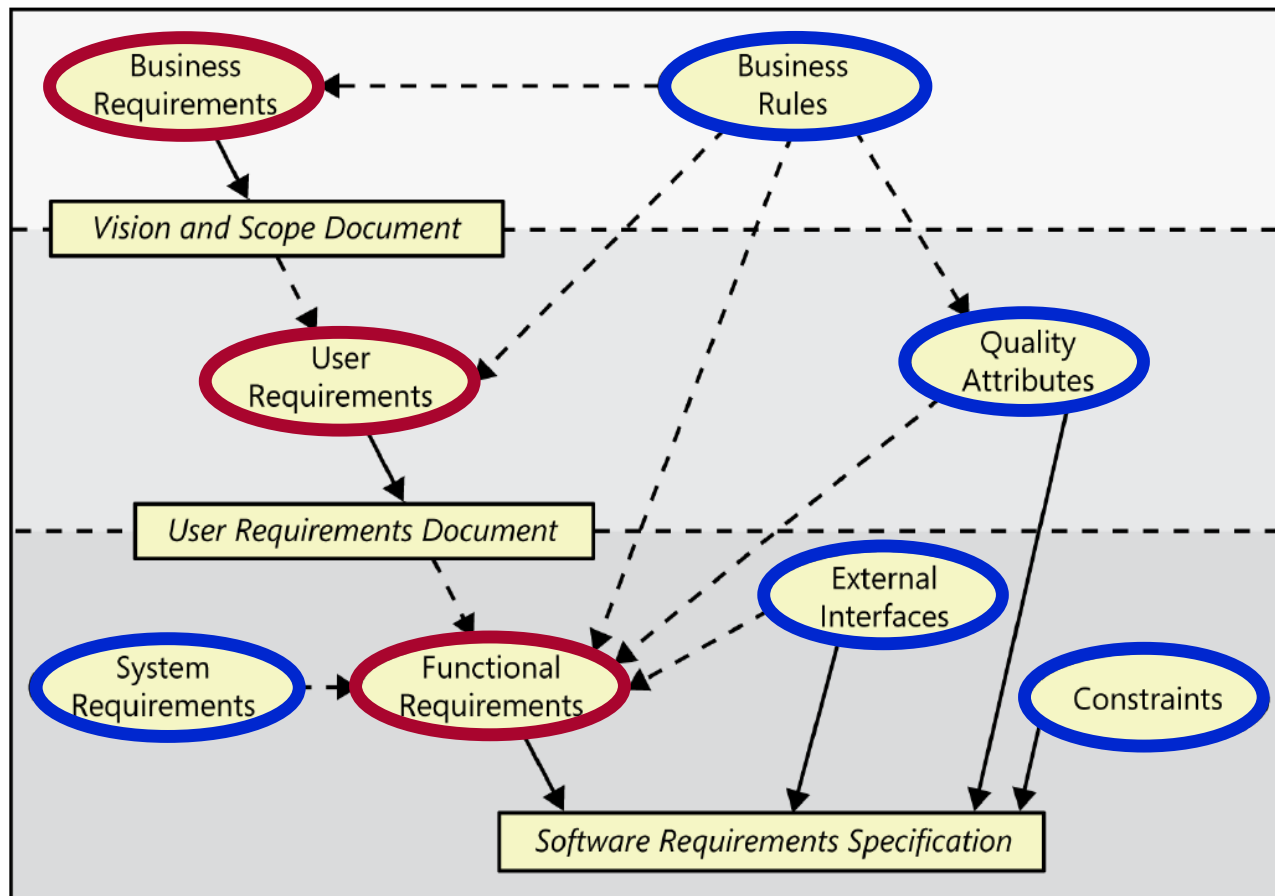


CS445 / ECE451 / CS645 / SE463  
Software Requirements Specification & Analysis

# Elicitation



# Information to Elicit



**FIGURE 1-1** Relationships among several types of requirements information. Solid arrows mean "are stored in"; dotted arrows mean "are the origin of" or "influence."

Karl E. Wieggers and Joy Beatty. *Software Requirements, 3ed.* Microsoft Press, 2013.

# Elicitation Techniques

- Document studies
- Similar companies
- Norms *Artefact-based*
- Domain analysis
- Requirements taxonomies

- Modelling *Model-based*
- Analysis patterns
- Mockups & prototyping
- Pilot experiments

- Stakeholder analysis
- Questionnaires
- Interviews
- Observation *Stakeholder-based*
- Task Demo
- Ask suppliers
- Domain workshop
- Personas

- Systemic Thinking
- Brainstorm *Creativity-based*
- Creativity workshop
- Constraint relaxation

# Artefact-based Elicitation

Idea: learn from documentation, systems, artifacts, etc. before asking for stakeholders' time

---

- *Document studies*
- *Similar companies*
- *Norms* *Artefact-based*
- *Domain analysis*
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# Documents

## System documentation

e.g., existing requirements specifications, design documents, bug reports, change requests user manuals, work procedures, usage statistics, marketing data, performance figures

## Environment documentation

e.g., organization charts, business plans, policy manuals, financial reports, minutes of important meetings

## Domain analysis

e.g., textbooks, surveys, standards, regulations, the Web

# Norms

Build a better Quest

Build a better WaterlooWorks

Build a better Waterloo Portal

Build a better Watcard system

Build a better LEARN

Build a better Workday



©1958 Warner Bros. Cartoons

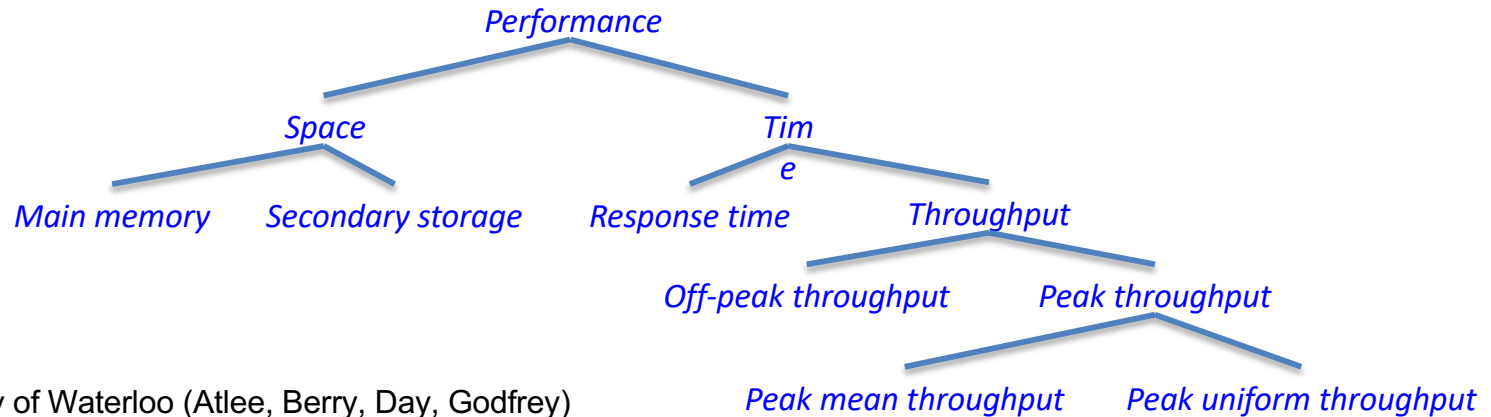
# Requirements Taxonomies

**Requirements taxonomy** — classification of requirements; the classification can act as a checklist of details to be elicited.

**Example:** Domain-*dependent* taxonomy for information systems:

PIECES ≡ **P**erformance, **I**nformation and data, **E**conomy, **C**ontrol, **E**fficiency, and **S**ervices

**Example:** Domain-*independent* taxonomy for performance-related NFRs



# Stakeholder-based Elicitation

Idea: Acquire detailed information that is problem specific or stakeholder specific

---

- Document studies
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# Study Current Users

To understand the problem, analyze existing “system” if possible:

- Questionnaires
- Interviews
- Observe current users/apprenticeship

The goal is to find out:

- What is used, what isn't, what's missing.
- What works well, what doesn't.
- How the system is used, how it was intended to be used, what new ways we want it to be used.



# Surveys and Questionnaires

**Questionnaires** are useful when information has to be gathered from a large number of people, particularly users.

- Closed-ended questions (to gather opinions)
- Open-ended questions (to gather suggestions)

**Not recommended as the only stakeholder-based technique to employ.**

# Interviews

Interviews are useful for learning

- Elicit stakeholder-specific problems
- Elicit details that only the stakeholder can answer
- Useful for isolating and identifying conflicts

Want to phrase questions as open-ended questions, to elicit more details from the stakeholder

- who, what, when, where, *why*

Good listening skills means focusing on what the stakeholder is actually saying; giving the stakeholder some time to articulate an answer

# Ethnographic Analysis

**Ethnographic analysis** is direct, first-hand observation of user behaviour

- An attempt to discover the social/human factors in a system.
- Studies have shown that work is often richer and more complex than suggested by simple system models derived by interviews alone.
- Can identify the used and critical existing features
- But focuses on existing solutions



© 2002 Michael Neugebauer

# Apprenticeship

**Apprenticing** is based on the idea of masters and apprentices

- The apprentice sits with the master craftsman (the user) to learn the job
  - By observation, asking questions, doing some of the job under the master's supervision.
- While working, the user can:
  - describe the task precisely
  - explain why the task is done this way
  - list the exceptions that can occur



# Model-based Elicitation

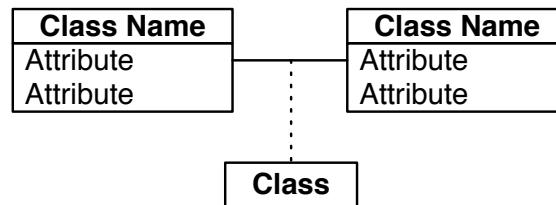
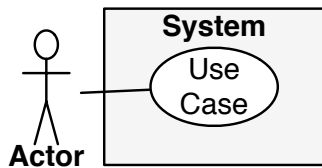
**Idea:** To re-express the requirements in a different language, which can raise new questions.

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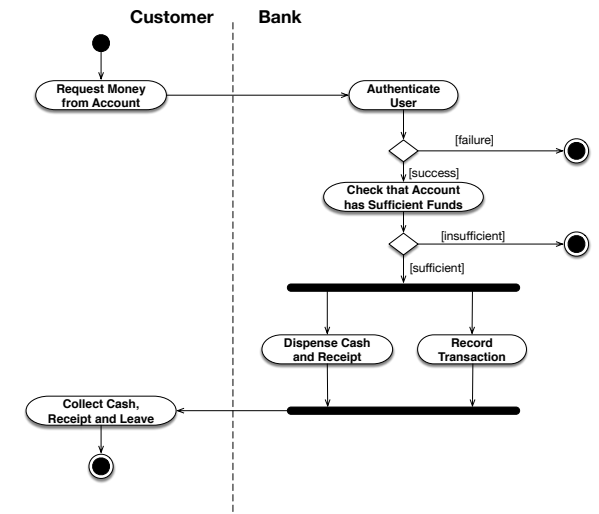
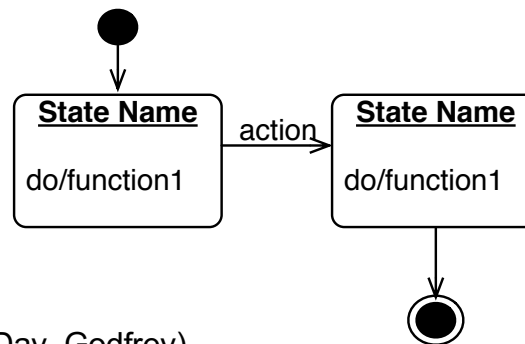
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# Requirements Models

**Model:** a simplified representation of something complex used in analyzing and solving problems or making predictions



Display Available Numbers	ID: O12	Importance: D
Overview: Display all of the available phone numbers		
Inputs: requestor:Administrator		
Preconditions: requestor has authenticated, there is no data lock on phones (set of Phone)		
Modifies: none		
Postconditions: returns all num ∈ phones.phoneNumber; numbers are displayed in numerical order		
Exceptions: There is a data lock on phones, and error code "operation failed" is returned		
References: Meeting #3: R7		



context Membership inv  
self.transactions->collect(points)->sum = self.points

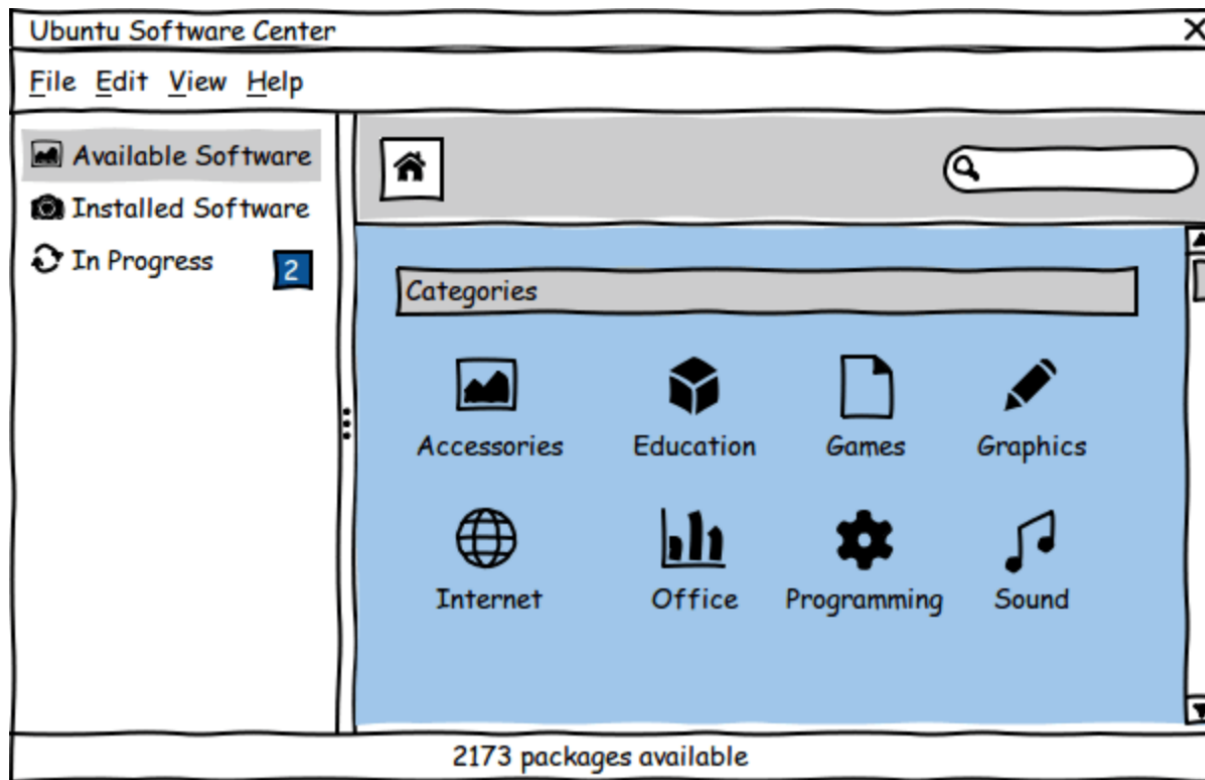
# Using Models in Elicitation

The act of re-expressing the owner's work or requirements as models often reveals “holes” in our understanding

- Ideally, models are simple enough that stakeholders are encouraged to comment on and modify them
- Completeness of models provide measure of progress

# Mockups and Prototypes

Sketch the essence of a solution, and use to bait stakeholders into providing new requirements details



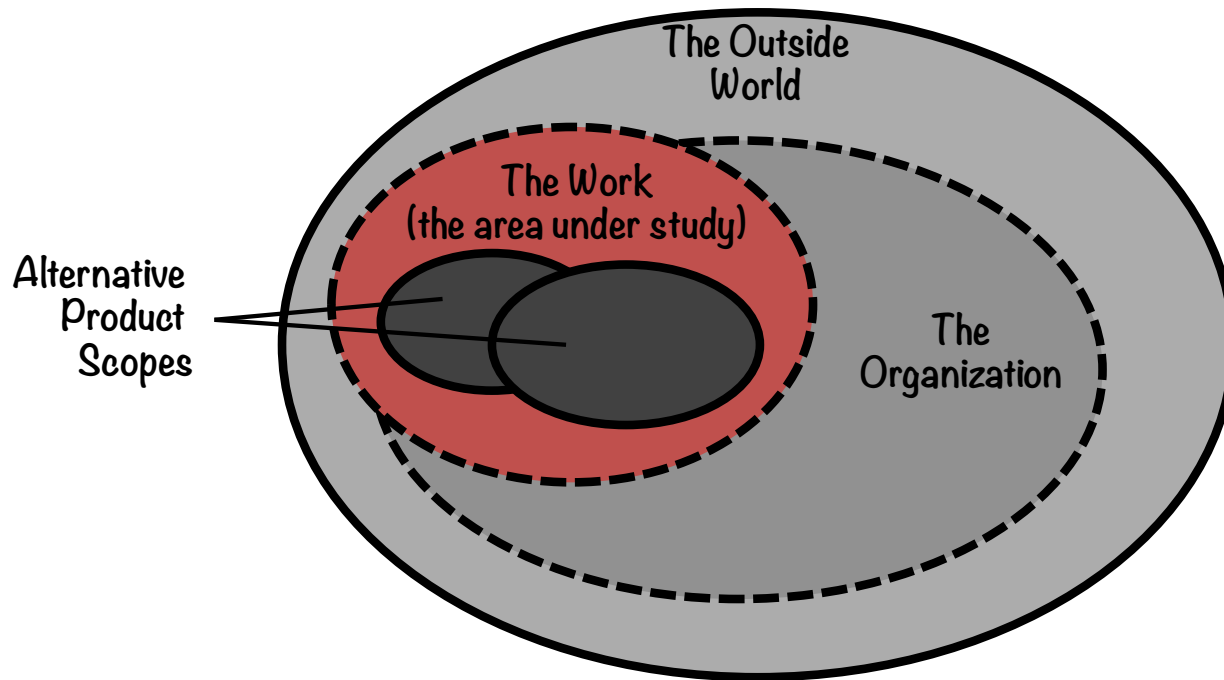
# Creativity-based Elicitation

**Idea:** To **invent** undreamed-of requirements that bring about innovative change and competitive advantage.

---

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- *Constraint relaxation*

# Systemic Thinking



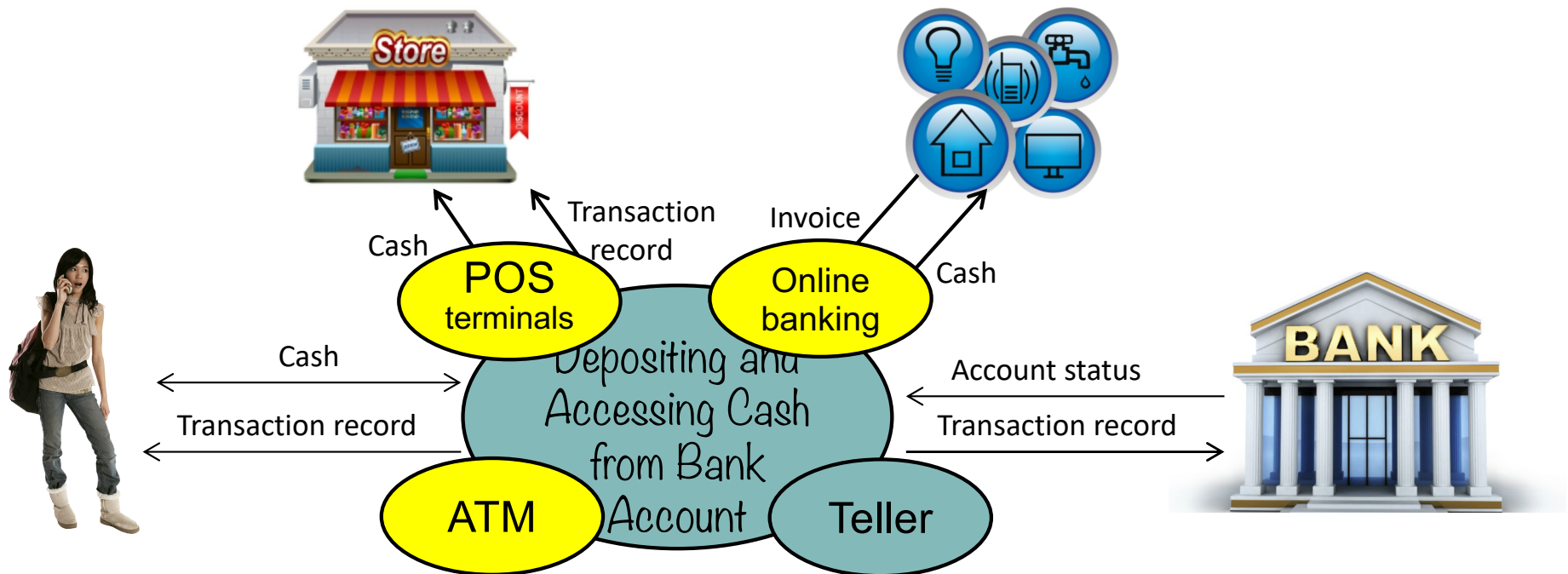
Robertson, Robertson, Mastering the Requirements Process, 2012, Figure 3.3.

Enlarging the scope under study, and thinking about all of the Work (and not just the future software system)

# Systemic Thinking

The Work to be studied must include anything that

- you are permitted to change
- you need to understand to decide what to change
- can be affected by your product



# Brainstorming

**Brainstorming** is a group creativity technique designed to generate a large number of **new** ideas

## Goals:

- Want to hear ideas from everyone, especially unconventional ideas.
- Creativity to be encouraged

# Part I — Idea Generation

- Goal is to generate as many ideas as possible.
  - **Quantity**, not quality, is goal at this stage
  - Look to combine or vary ideas already suggested
- Write down all ideas so that all can see them
  - e.g., whiteboard, paper taped to wall
  - Without attribution

# Part II — Assessment

As a separate activity, possibly involving a different set of stakeholders...

- Go over the list and explain ideas more carefully
  - Review, consolidate, combine, clarify, expand.
- Rank ideas and choose winners
- Be careful about time
  - Creative / technical meetings tend to lose focus after 90 min.
  - Take breaks or reconvene later.

# Creativity Workshop Strategies

Additional creativity-based elicitation techniques include

- **Constraint relaxation**
  - exploring new possibilities that can be considered if a constraint were relaxed
- **Analogical reasoning**
  - exploring analogies to a related problem
- **Combining ideas**

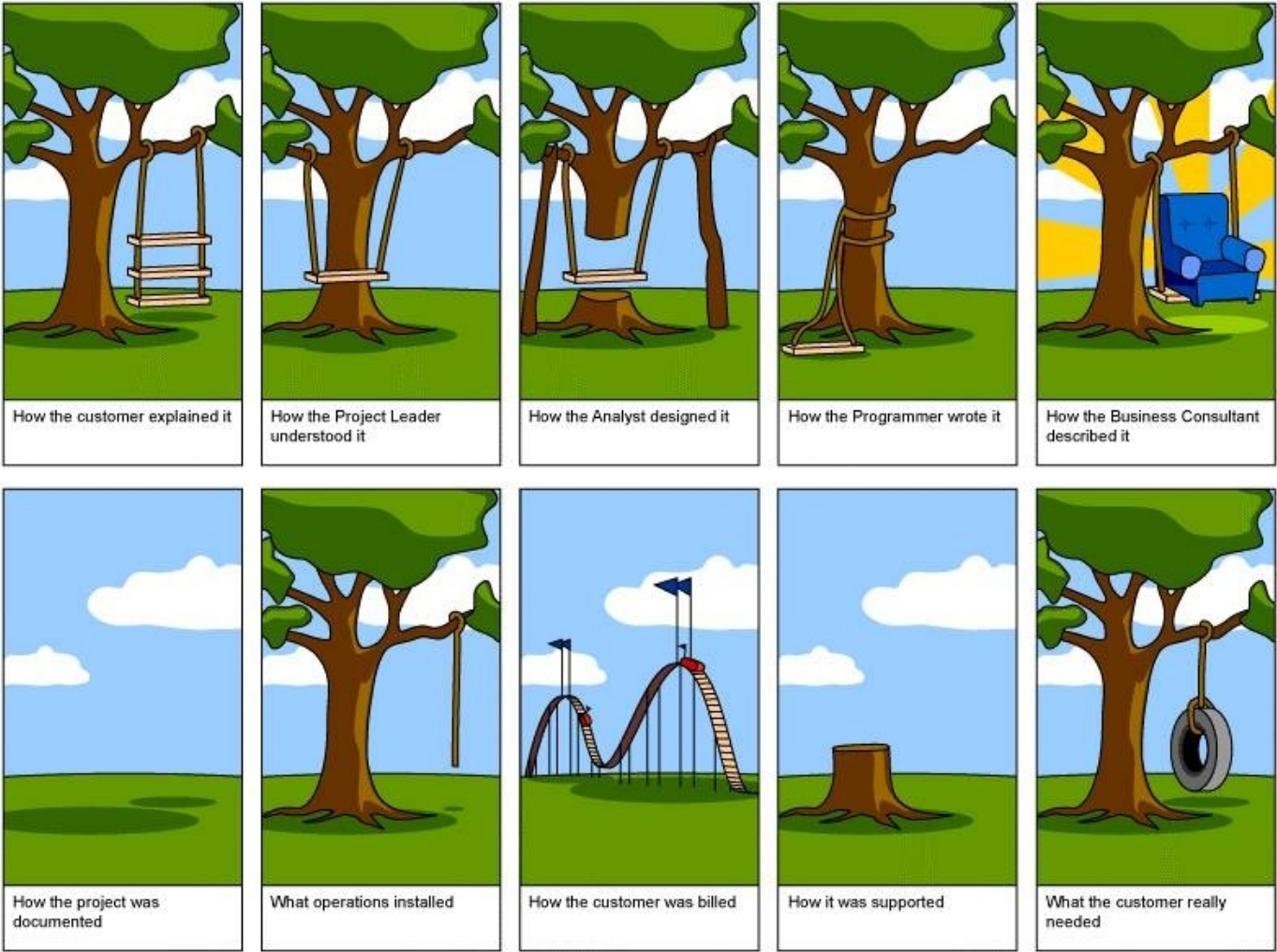
# Managing Expectations



© Dave Miller, Back40 Design, 2012

<https://www.linkedin.com/pulse/20140826174348-7746425-dealing-with-client-expectations>

# Focus on the User's Needs



Origins unknown. Variations have circulated since the 1960s.

# References

Karl E. Wieggers and Joy Beatty. *Software Requirements, 3ed.* Microsoft Press, 2013.

- Chapter 7: “Requirements elicitation”

Robertson, S. and Robertson, J., *Mastering the Requirements Process, 3ed.*, 2012.

- Chapter 7 "Understanding the Real Problem"



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