



Business Analysis Practice

CoE Training

nearshore
technology

agenda

introduction

planning & monitoring

elicitation

requirements mgmt. & communication

enterprise analysis

requirements analysis

solution assessment & validation

basic BA project approach

underlying competencies

techniques

business frameworks

certifications

elicitation

Content

- ☐ Prepare Elicitation
- ☐ Conduct Elicitation
- ☐ Confirm Elicitation
- ☐ Communicate BA Information
- ☐ Manage Stakeholder Collaboration



Elicitation

The process of finding out information, of drawing it out from users and other stakeholders.

Generally Accepted Elicitation Techniques

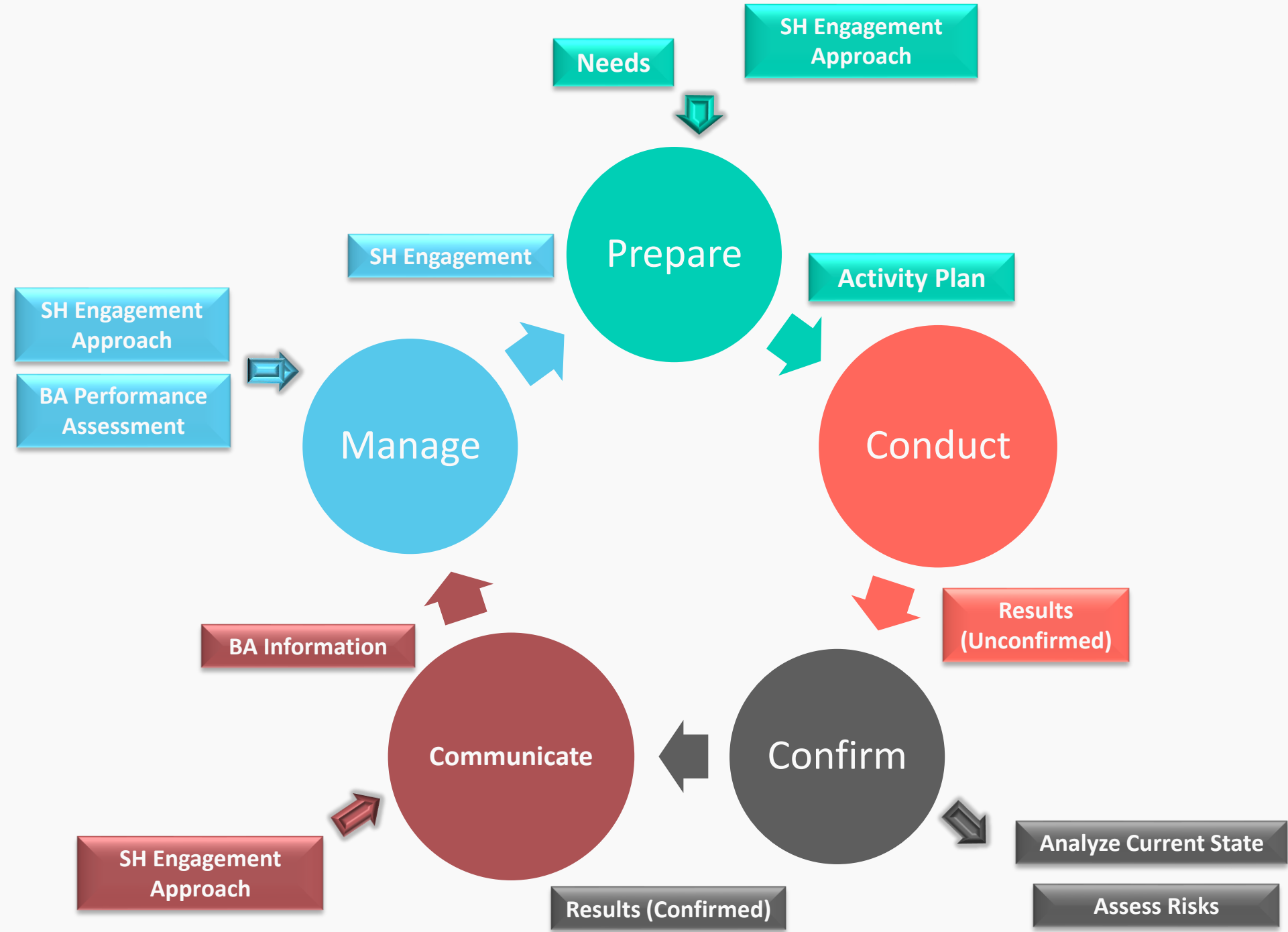
- Brainstorming
- Document Analysis
- Focus Groups
- Interface Analysis
- Interviews
- Observation
- Prototyping
- Requirements Workshops
- Survey/Questionnaire

Stages

- Prepare
- Conduct
- Document Results
- Confirm Results



Elicitation



exercise:
data insights



Thank you!!

“Fail early, fail often, but always fail forward.”
- John C. Maxwell

go near