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The Business Analysis Body of Knowledge (BABOK) Guide states that the primary responsibility of a Business Analyst is to make the requirements elicitation process complete and clear. Incorporating requirements elicitation into business analysis practices enables Business Analysts to act as a bridge between developers, stakeholders, and end-users, thereby facilitating the seamless development of applications that are responsive to customer requirements. Factors, such as the customer's profile and organizational structure, as well as the project type, should be considered by the business analyst team before adopting a requirements elicitation technique or a combination of techniques. There are many requirements elicitation techniques for obtaining critical information from Subject Matter Experts and stakeholders. The most popular ones are listed below. Brainstorming The requirements elicitation process begins with brainstorming. 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Workshops For multi-stakeholder, complex projects, workshops are one of the most resource-efficient methods to elicit requirements. Intense, focused, and highly productive workshops have a key role to play in getting all parties onto the same page. Workshop events help Subject Matter Experts and Stakeholders to collaborate, resolve conflicts, and come to an agreement. Survey When multiple Subject Matter Experts and stakeholders are involved in a project, business analysts conduct a survey for the elicitation of requirements. Everyone involved is given a questionnaire to fill out. Subsequently, the responses are analyzed to refine the requirements. Surveys are less expensive than other requirements elicitation techniques, easy to administer, and can produce both qualitative and quantitative results. Simplilearn's Professional Certificate Program In Business Analysis, in partnership with IBM and America's #5 most innovative university, Purdue, covers every aspect of business analysis through 170+ hours of live online classes, top-notch e-learning content, Harvard Business case studies, 11+ projects with industry data sets, and capstones from 3 domains. The market-leading course, facilitated by the world's #1 online bootcamp and certification provider, Simplilearn, offers students masterclasses from Purdue faculty, and industry-recognized post-graduate certification, Purdue alumni membership, and a unique JobAssist program. Enroll now to get certified. According to the Oxford Dictionary, the word "elicit" has its origin in the Latin term "elicio," which means "to draw out," "to call forth," or "to evoke" by magic or trickery. 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Learn Business Analytics from scratch, by watching the video below Elicitation is the process of gathering information from stakeholders and subject matter experts to understand their needs and expectations. It is a crucial step in developing a clear understanding of the requirements of a project, which can help drive project success. However, eliciting requirements can be a challenging process, as stakeholders often have diverse needs, opinions, and perspectives. The goal of elicitation is to gather accurate and relevant information from stakeholders to develop a clear understanding of the project requirements. This requires effective communication, active listening, and careful analysis of the information gathered. There are various techniques that can be used for elicitation. Each technique has its own strengths and weaknesses, and the choice of technique depends on the specific needs of the project and the stakeholders involved. We will be discussing the techniques in detail in this blog ahead. Effective elicitation is critical for project success, as it helps to ensure that the project is aligned with stakeholder needs and expectations. It also helps to identify potential risks and issues early in the project, which can save time and resources in the long run. Want to explore Business Analytics in detail? Enroll in Business Analytics in Healthcare According to the Oxford Dictionary, the word "elicit" has its origin in the Latin term "elicio," which means "to draw out," "to call forth," or "to evoke" by magic or trickery. In the context of business analysis, elicit/elicitation first appeared in the 2nd edition of the Business Analysis Body of Knowledge (BABOK) Guide, published in 2009. The BABOK Guide is widely considered the standard manual for business analysis practices. In business analysis, elicitation, however, does not involve magic or trickery. 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dependencies, interrelated functions, and design. SSTRENGTHS: Provides detailed, current information about a product or system. Provides a complete starting point to develop initiative or solution. WEAKNESSES: Can be expensive and time consuming. Tools used to decompose the product may be expensive and require training. Can infringe on copyright laws if competitor product is used. Requires specialized skills to: 1) Abstract from specificity to generalization. 2) Make assumptions about business rules. 3) Relate functions used for production to current or future business processes. If requirements are to be elicited from many stakeholders, the BA may choose to use a survey which provides a questionnaire to be completed. Surveys can be sent simultaneously to stakeholders, end users, and subject matter experts. The questions used, as with the interview method, can be open-ended or closed, depending upon the level of detail sought. When writing the questions, the BA should keep in mind the following caveats: · Communicate the survey's purpose and objectives to provide scope to respondents. · Be aware of the characteristics of the survey population (for instance, communication skills and terminology). · Focus on the requirements being elicited. · Keep survey short (IIBA prefers 10 items or less). · Make sure wording and syntax can be clearly understood. · Avoid negative questions. · Avoid complex concepts or question structure. · Attempt to elicit as much detail as necessary. · Avoid questions that may put respondents on the defensive. STRENGTHS: Can be effective at obtaining quantitative as well as qualitative results. Yields a large set of results. Short surveys can be completed quickly. Typically less expensive and easier to administer than other methods. WEAKNESSES: Open-end questions can require time to analyze. Statistical sampling methods may be required to achieve unbiased results. May require follow up interview or re-survey if information is incomplete or missing. Not suited to uncover actual work process attributes or unwritten behaviors.