

# Value First Requirements Workshop



Master how you communicate your organisation's 'real' requirements, and your stakeholders' most critical improvement requirements, in an unambiguous, clear, measurable, and testable way.

## Project and System Level Requirements Specifications

### WORKSHOP ADVANTAGES

a complete method for tackling all the critical and real stakeholder requirements for a project, at all levels of consideration for IT Projects.

#### BAR NONE

a complete method for tackling all the critical and real stakeholder requirements for a project, at all levels of consideration for IT Projects.

#### SUCCESS

for those of you who know you must have the state-of-the-art requirements methods because you run critical projects and cannot afford sloppy requirements to threaten success.

#### COMPLETE

distinguished from others by its ability to integrate multiple quantified quality and cost requirements, with functions and constraints.

#### DEPTH

permits and encourages detailed specification of requirements, not just simple ambiguous and vague statements.

#### AGILE WITH CONTROL

manage both small and large complex projects with a summary of all the most critical requirements of the project on one page, all quantified. one page, all quantified.

### Workshop

#### Objectives:

On this workshop, you learn practical skills to improve your projects most critical requirements.

You learn to identify, classify and specify critical project and stakeholder requirements.

You learn to distinguish, Solutions from Functions from Quality, Value and Performance Requirements.

You learn to quantify all variable requirements.

We hope that most participants will choose to study these methods further after the workshop. We will arm you with the skills and material needed.

### Workshop (no silver bullet!)

#### Limitations:

You will not become an overnight expert. You will become proficient enough to start practicing, and continue learning.

### Workshop

#### Results:

Leading companies all over the world report achieving great results from these specific techniques. Companies like Boeing, TomTom, BOSCH, Credit Suisse, Philips, Qualcomm, Schlumberger, Nokia, Citigroup, HP and many more. Over 20,000 engineers at Intel have learned the Value First requirements methods.

Smaller firms, like Conformat, report fantastic numeric results, year after year. All driven by clear, quantified requirements. See: <http://www.gilb.com/dl32> With this workshop, we invite you to learn how to master the requirements process, to lead projects to success.

In this workshop, you learn these valuable skills directly from Kai Gilb.





## The Problem and what you can do about it.

### The Problem

One of the most significant factors for failure in projects, including well-executed agile projects, is the failure to capture, define, communicate, develop and deliver the outcome that defines success. Most projects suffer from lack of well-specified end-state or outcome requirements. People jump too early to describing and developing the technical solutions, without first understanding the requirements well.

### Your new skill set

The other side of this is that we have a growing number of people and projects that have mastered these skills, and they are continuously out-performing their competitors' hands down. This workshop teaches you how.

Professionals with a Value First Requirement Certification have the skill to write Requirements with a focus on expressing the real need and values of the Stakeholders.

After this workshop, you will be able to take a text, sometimes called a requirement specification or a user story or the like, and re-write it into a clean set of outcomes describing the success of the project. This is a skill few people have, a compelling skill. There is nothing like this available anywhere else. This skill set adds tremendous value to any project and project style. It is a skill set sorely lacking in traditional project management methods as well as in the new Agile development methods (Lean, Scrum, XP, etc.).



With properly defined Value Requirements that define the successful outcomes, you have defined what your project is really about. You have enabled the project to know what success looks like. Your team can now, unlike before, unlike the competition, go get it, go create that success.

### Become an expert Intended for:

CTOs, Project managers, Scrum Product Owners. and people in charge of purchasing large systems, Requirements Authors and their managers. Architects.

### Certification - Trained Value Requirements

See: <http://concepts.Gilb.com/>

Value+Requirements+Certification

You will get certification in the skill-set of Value Requirements.

## INSTRUCTOR

Tom Gilb and Kai Gilb have, together with many professional friends and clients, personally developed the methods they teach. The methods have been developed over decades of practice all over the world in both small companies and projects, as well as in the largest companies and projects.

### Kai Gilb

Experience from decades of practice from all over the world in both tiny companies with tiny projects, as well as in some of the worlds largest companies and projects, is carefully incorporated through a relentless vision of excellence, farsightedness, clarity, efficiency, practicality and simplicity.

Kai, coach managers, product owners and development teams. He lectures, develops and runs workshops, he is writing a book - 'Evo – Evolutionary Project Management & Product Development', he writes papers, is consulting, starting up projects and is saving projects that have gone astray. He is a frequent keynote speaker, invited speaker, and tutorial speaker at international conferences.

### Interested? Questions?

Kai Gilb  
Tel: (+47) 911 92 303  
eMail: [kai@Gilb.com](mailto:kai@Gilb.com)  
[Gilb.com](http://Gilb.com)



BY KAI GILB



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