

Project Management Cameos - 6. The three wise monkeys



Requirements elicitation

The “three wise monkeys” are a Japanese pictorial maxim of 17th century. They embody the principle “see no evil, hear no evil, speak no evil”.

Requirement elicitation is a key topic for project success. Too often the “three wise monkeys” approach is followed with negative results. Documented requirements poorly represent real business needs, thus the project carries out a solution compliant with requirements but with no business value. An effective elicitation should create a sound dialogue between business focal points and business analysts, based on “monkeys that speak, hear and see” in a very collaborative way.