

BUSINESS Value Game *

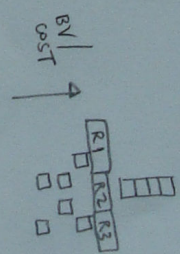
- BV STRATEGIES
- INCOME → BV
 - QUANTIFY HAPPINESS
 - BV/COST → INCOME/COST

- VALUING EXCEPTIONS
- 25 COSTS
- LEARNING

- 3 ROLES**
- SALES PEOPLE
 - DEV TEAM
 - ACCOUNTANT

- 2 GOALS**
- EARN MONEY
 - MAKE CUSTOMERS HAPPY

100€ (5) } BY RELEASING PRODUCTS



- Iteration 1**
- ASSIGN BV
 - SORT BY VALUE/COST THEN BY REQUEST
 - SELECT STORIES = ITERATION PLANNING

1 MAX BV → MAX INCOME IMPLEMENTED

2 f FOR COMPLETE REQUESTS ONLY
3 (5) -1 THE LONGER IT TAKES TO RELEASE VALUE

- RELEASE CAPD
- IMPLEMENTATION!
- CALC RESULTS
- 2 REAS VS REQUESTED INMR

- Iteration 2**
- COMPARATIVE ESTIMATION

→ IF MORE THAN PREVIOUS VELOCITY!
ADD STORIES
→ INVL IN ORDER
REVERSE IMPROVEMENT

- Iteration 3**
- DEPENDENT REAS
 - DEV/TESTER IMPROVEMENTS

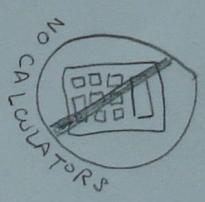
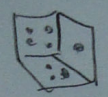
- Iteration 4**
- CLIENT HAPPINESS
 - BV VS BV/COST
 - MIN EFFORT/MAX VALUE

BEWARE DEADLINES

- Iteration 5**
- LEAVE CHOCS TO INCREASE VALUE VS COST

- Iteration 6**
- VALUE STORIES THAT NEED TO BE DEVELOPED FIRST

1	-3
2	-2
3	-1
4	SAME
5	+1
6	+2



20/03/10