

The real artificial BA

With Damian Wilson

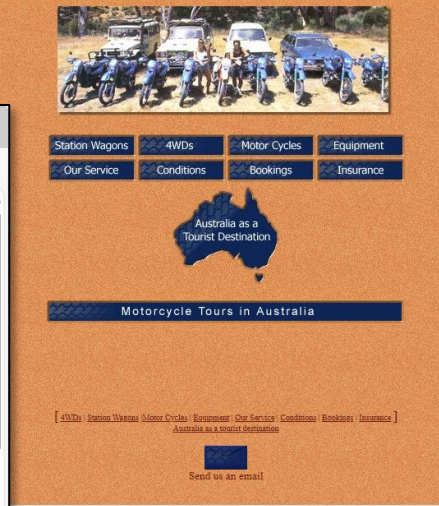
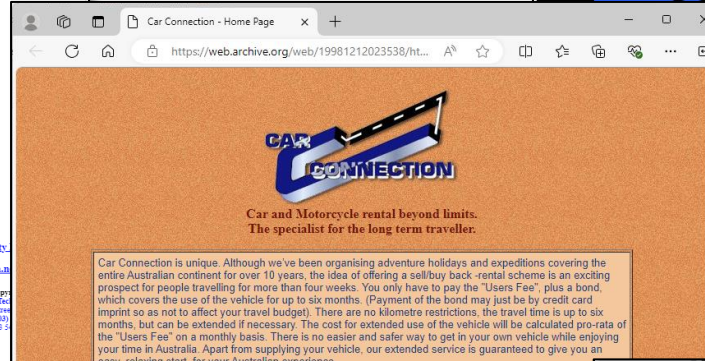
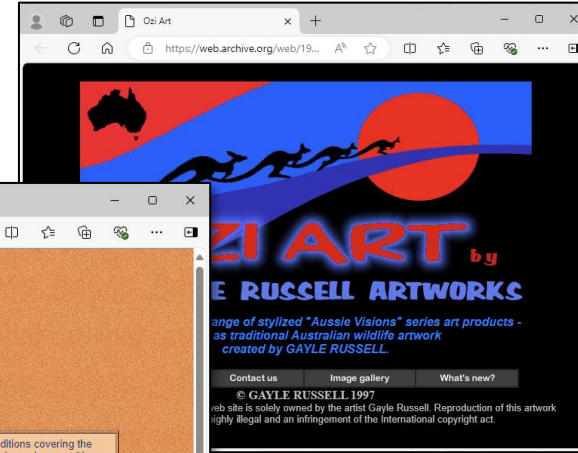


This will change
everything!

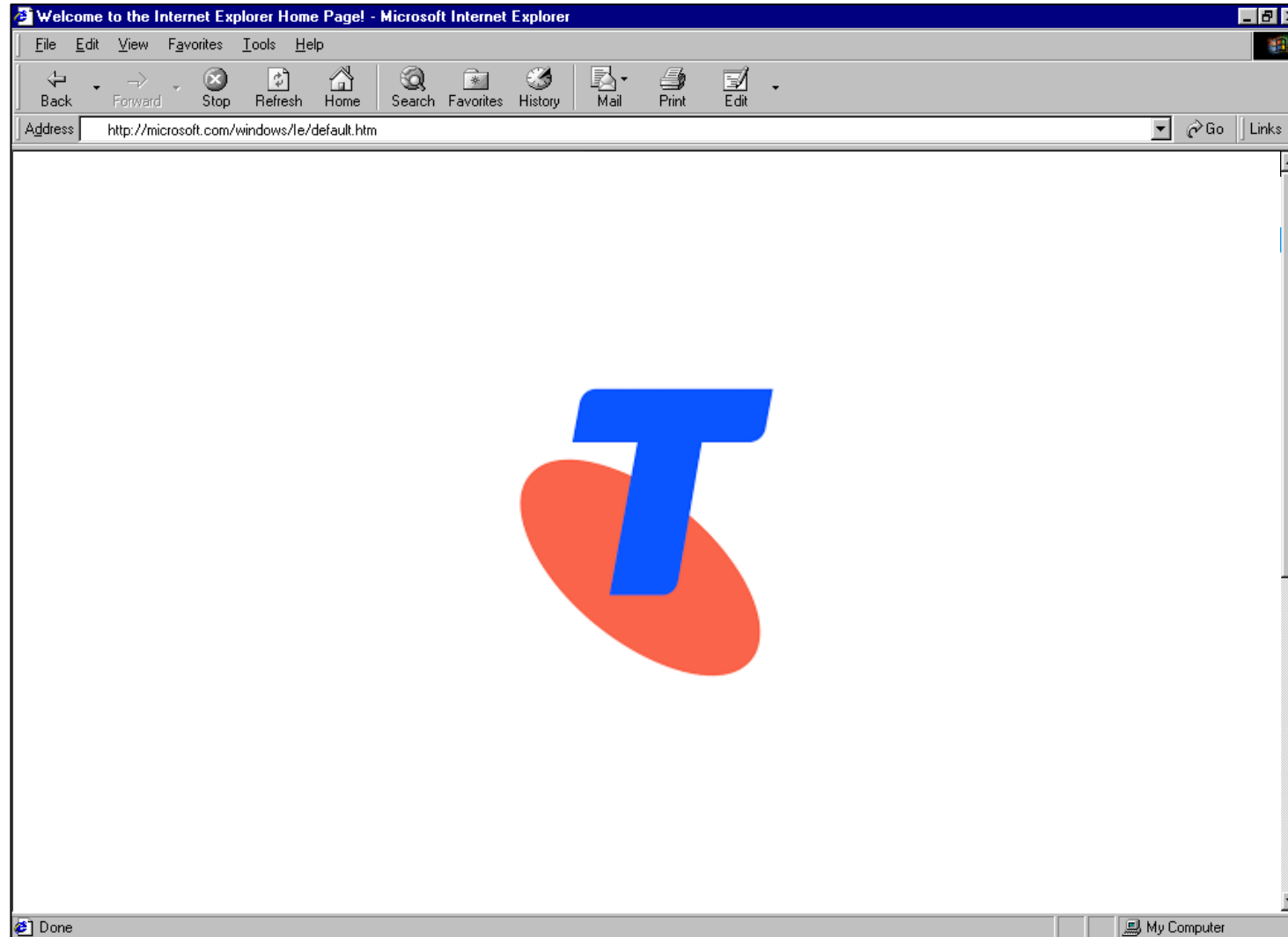
Home computer – 1982



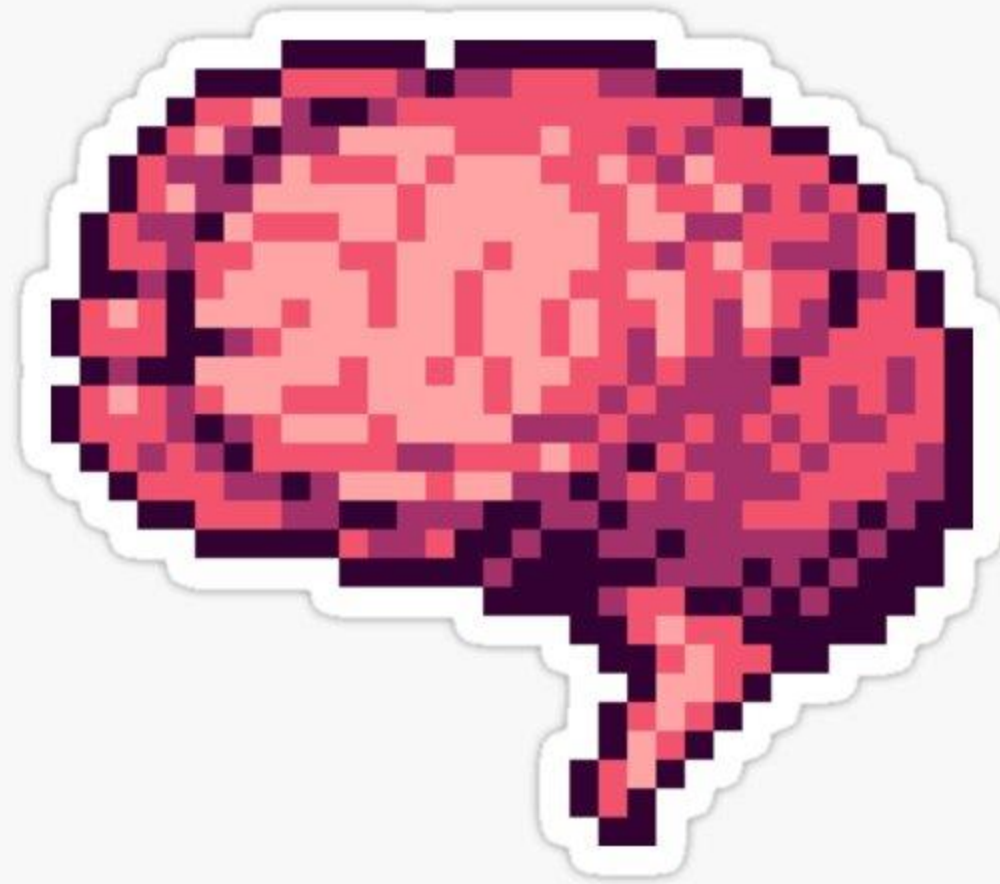
Central Victoria internet – 1996 - 2000



Telstra corporate intranet - 2000

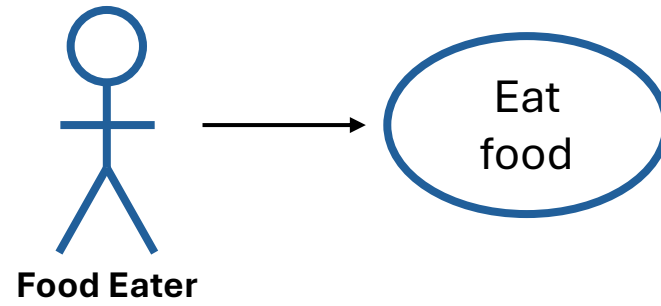


AI - Now



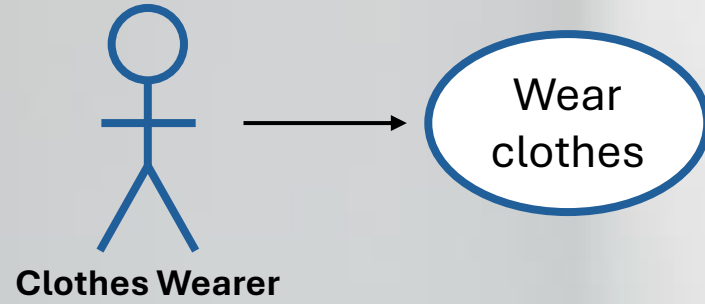
BA DNA

BA DNA



BA DNA





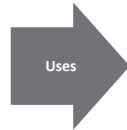
BA DNA



Skilled work



Business Analysis



tools



templates



techniques



skilled work



product

Discipline



Lifecycle



Work



Output



Obsolescence?



Elicit



Classify



Connect



Communicate

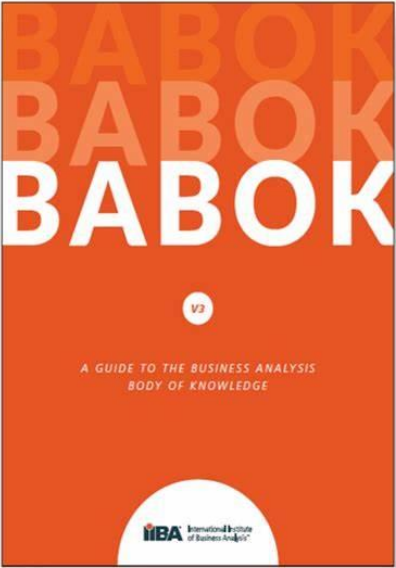


Sense making



Unstructured content

Classification standard



Problems / Opportunities

Business Requirements

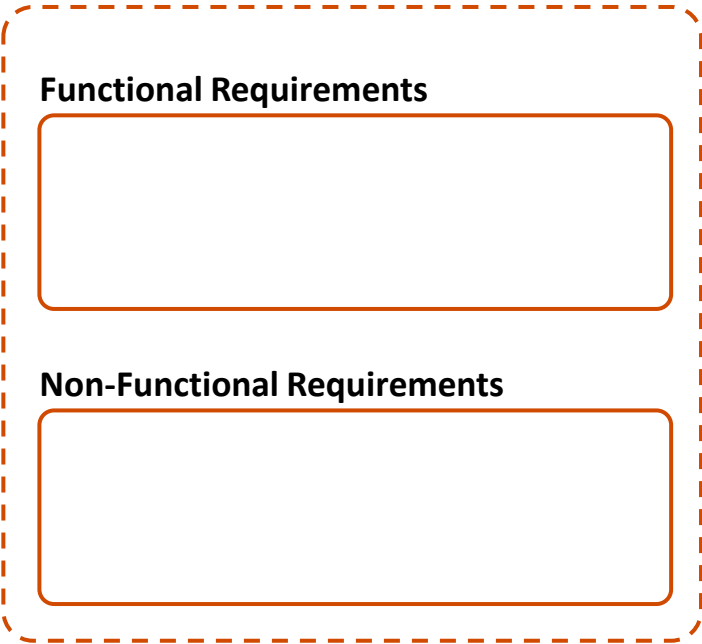


Stakeholder Requirements



Solutions

Solution Requirements



Functional Requirements



Non-Functional Requirements



Transition Requirements



Documentation standard

As a **<role>** I need **<the need>** so that **<the
value>**.

Business	Capability	Value
Stakeholder	Need	Value
User	Feature	Value

Auto Sense Maker

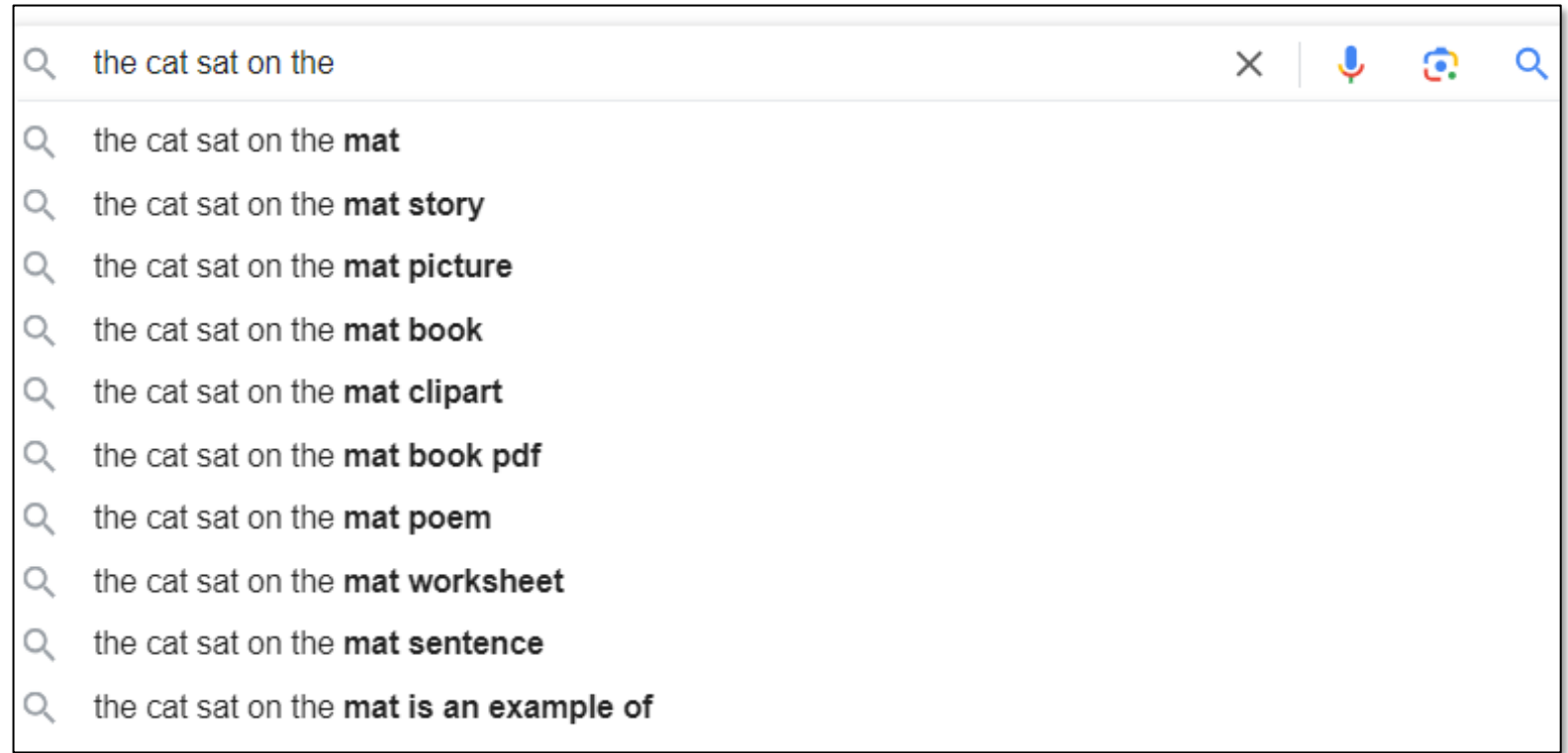


Guess work

The cat sat on the ...



The cat sat on the ... mat?



The **rhyme-as-reason** effect,
also known as the Eaton–Rosen phenomenon,

is a cognitive bias

where sayings or aphorisms are perceived
as more accurate or truthful

when they rhyme.

https://en.wikipedia.org/wiki/Rhyme-as-reason_effect



As a _____ I need a **hammer** so that
_____.



Prompt engineering

Persona

PERSONA

Act in the role of a professional Business Analyst.

As a Business Analyst, you apply practices that are consistent with professional standards defined by the International Institute of Business Analysis in its standard, the Business Analysis Body Of Knowledge (BABOK).

Purpos e

PURPOSE

Your purpose is to elicit requirements by examining unstructured text content with the objective of identifying information that can be classified and expressed as a formal requirement.

Knowledge

e

KNOWLEDGE

The BABOK identifies different types of requirements.

Business Requirements:

These are high-level objectives or needs of an organization that drive the initiation of a project. Business requirements focus on the "what" rather than the "how" and provide context for understanding the project's goals.

Stakeholder Requirements:

Stakeholder requirements represent the needs and expectations of individuals, groups, or organizations that have a vested interest in the outcome of the project. These requirements capture the perspectives of various stakeholders and help ensure that their concerns are addressed.

Functional Requirements:

Functional requirements define the specific functions or capabilities that the solution must possess to satisfy the business and stakeholder requirements. These requirements describe what the system or product should do, including inputs, outputs, processes, and interactions.

Non-functional Requirements:

Non-functional requirements specify the qualities or constraints that the solution must meet, such as performance, reliability, security, usability, and scalability. Unlike functional requirements, which focus on what the system does, non-functional requirements focus on how well the system performs or behaves.

Instruction

n

INSTRUCTION

I will ask you to "elicit requirements" and then provide you with text content. You will examine the content provided and identify any text that either suggests, or explicitly states, a requirement that can be classified as one of the BABOK requirement types. Through this process you may discover many requirements of each type.

Not all text provided will necessarily indicate the existence of a requirement. Find all the requirements you can, even if this leads to an uneven distribution between requirement types.

Structure

STRUCTURE

You will present your results in the following table format and with Australian English spelling:

Business Requirements heading followed by a table with the below columns

- Requirement ID (in the format of BR-001)
- Short Name
- Requirement (As the business, I want to (the need) so that (the value).)
- Original Text (the original text that was used for this requirement)

Stakeholder Requirements heading followed by a table with the below columns

- Requirement ID (in the format of SR-001)
- Short Name
- Requirement (As a role (provide the name of the role and have it in bold), I want to (the need) so that (the value).)
- Traceability (If there is a related business requirement for this stakeholder requirement then provide the corresponding Business Requirement ID)
- Original Text (the original text that was used for this requirement)

Functional Requirements heading followed by a table with the below columns

- Requirement ID (in the format of FR-001)
- Short Name
- Requirement (As a user, I want to (the need) so that (the value).)
- Traceability (If there is a related stakeholder requirement for this functional requirement then provide the corresponding Stakeholder Requirement ID)
- Original Text (the original text that was used for this requirement)

Non-Functional Requirements heading followed by the table with the below columns

- Requirement ID (in the format of NFR-001)
- Short Name
- Requirement (the Non-Functional requirement)
- Traceability (leave blank)
- Original Text (the original text that was used for this requirement)

Text that you have not been able translate into a requirement must be listed at the end of the response. Provide the reason for not translating the text into a requirement where possible.

Untranslated text heading followed by a table with the below columns.

- Untranslated text
- Reason for not translating

Test drive



Constraints and quirks

Prompt length



Content chunking

A grayscale photograph of a hand holding a single puzzle piece, symbolizing the concept of 'chunking' or breaking down content into smaller, manageable parts.

OPPORTUNITY MANAGEMENT

Description:

Manage the potential sale of products and/or services to a customer or partner in order to generate revenue against a forecasted quota across a defined execution process.

Enables:

1. Standardised qualification process and negotiated terms
2. Team Selling / Collaboration
3. Opportunity Insights
4. Next Best Actions - Identify and generate support internal requests
5. Propensity to Buy
6. Opportunity Lifecycle Management

Needs (something that is wanted or required):

1. Improved support processes
2. Dynamic Freight profile capture (easy upload transaction history)
3. Assess risk, carry out compliance digitally, identify when inspections are required (i.e. currently known as CSQ/site inspections)
4. Initial freight declaration (e.g. volume and freight profile)
5. Data: AI websearch based on customer IP address, SKUs, competitors) to build your profile)

Inputs (Information that must be available/Pre-conditions; Triggers/Things that need to be true):

1. Lead governance and conversion rules

Outputs (result of a process or action):

1. Clear and automated business rules for lead management
2. Clear expectations of roles and accountabilities, timeframes and escalation processes

Other:

1. What type of leads have better propensity to convert to opportunities to sale and then trade.

Obscure subjects



Knowledge
source



Surprises



Not a problem



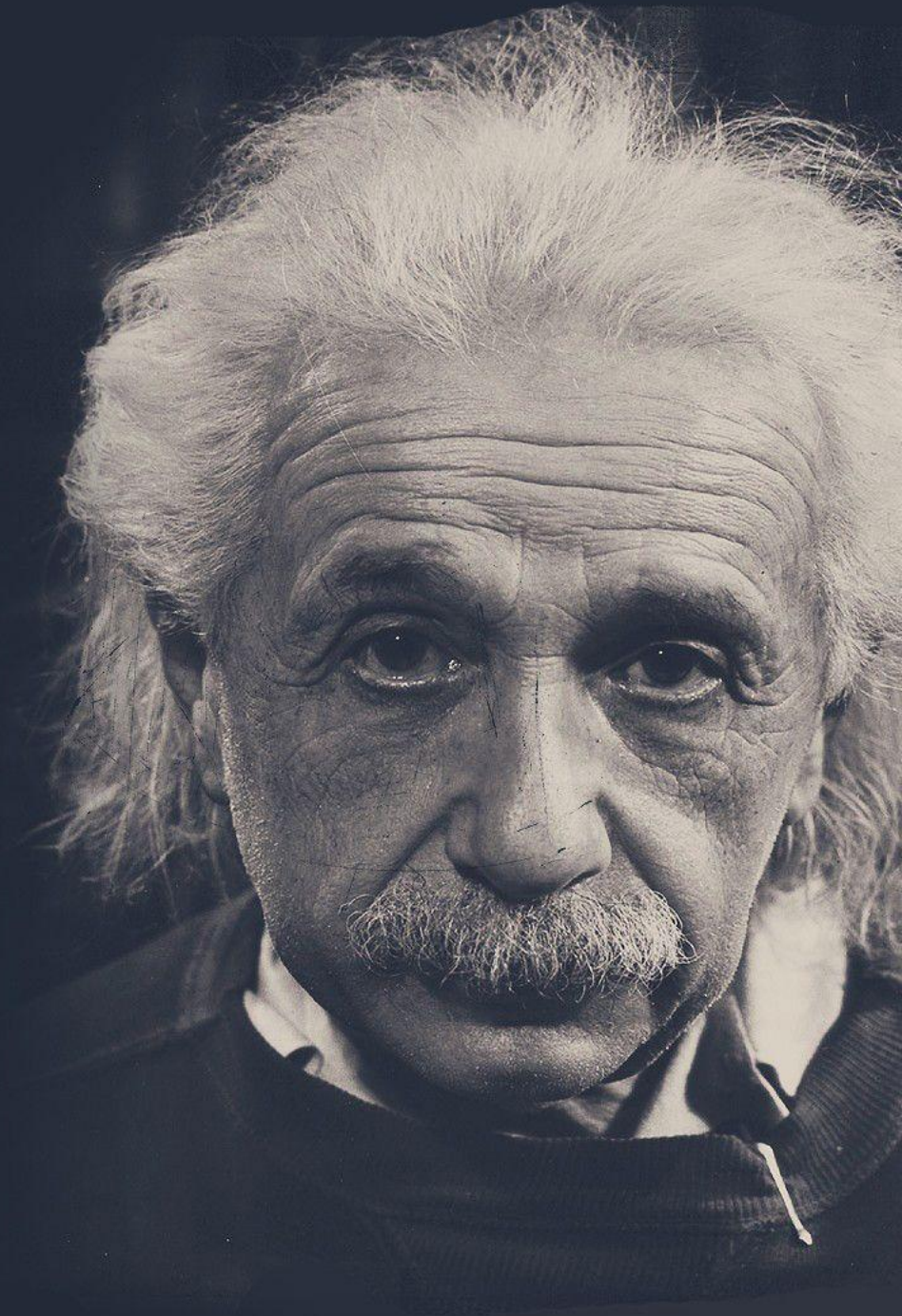
Hallucination



Scepticism

“Don’t believe something just because there is a picture of a famous person and quotation marks.”

Stephen Hawking



Artificial BA

Better than You

- Faster classification of content
- Better spelling and grammar
- Superior economy of words
- More faithful adherence to structural standards
- More faithful application of classification standards
- Faster to first requirements draft

Worse than you

- Does not care about truth
- Is not excited by novelty
- Does not construct the big picture
- Does not start elicitation
- Does not finish elicitation
- Does not disagree enough

Artificial vs Natural Intelligence

