

## WORKING BUSINESS REQUIREMENTS

Business requirements transform business. They provide the roadmap to fulfilling client and customer satisfaction. By doing so, they give you your competitive edge.

How do you make that happen though? To some, it seems mystical and magical. To others, it seems obvious, so get out of the way and let them get started. But what really happens is that you must work the business requirements, in order to get work out of them.

To start with, as mentioned in a previous blog post, a good statement of a business requirement is both actionable and testable. It is simply, but completely stated so that it may be implemented without misunderstanding. There is truth in saying that identifying a problem is half way to solving it. Half the work of implementing a change to your organization is in defining its business requirement clearly.

Next, you use your business requirement statement to design the business transformation. This is not usually easy, because you need to backtrack some. That is because your business requirement states only what needs to be, but not what is the case now. So, you must prepare a realistic and descriptive report of the current state of your business practice or process. Once you have described your current situation, and also what you want it to be instead, then you can design the transformation. That is, you can now map the steps you need to change from the current state to the future state of your business practice.

Hang with me now, there are two more important steps: execution and verification. For the uninitiated that means doing the real work, and then proving you did it. This is why we say that business requirement statements must be both actionable and testable. Track these processes with a scorecard or dashboard that summarizes incremental completions for all your business requirements.

In summary, you should see that defining your business requirements leads to design, execution and verification of the work that will lead to transforming your business. Because the work is carefully specified, it can be finished and tested to the satisfaction of all your stakeholders.

In my next blog post, I'll go into more detail about planning the execution and verification phases, as well as some pitfalls and pratfalls to avoid.