Template: Quantify and Validate a Business Solution

Use this template to enter your solution. You may modify the template to include more information.

Solution:

Task 1: Address challenges and questions

Step 1: Identify potential risks. *Refer to the instructions for task 1 in the lab instructions.*

Potential risks of implementing the new CRM system	Description

Step 2: Involve customers in evaluation. *Refer to the instructions for task 1 in the lab instructions.*

Method to involve customers in the evaluation	Description

Step 3: Prioritize requirements. *Refer to the instructions for task 1 in the lab instructions.*

Prioritization techniques	Description

Task 2: Quantify and validate the solution

Validate your solution using the self-assessment checklist. *Refer to the instructions for task 2 in the lab instructions.*

Checklist	Yes/No
Did you identify all key stakeholders?	
Were the business needs clearly defined?	
Did you document at least five requirements for the CRM?	
Did you evaluate the proposed solution against those requirements?	
Were recommendations made based on evidence from your analysis?	