# Unearthing Business Requirements: Elicitation Tools and Techniques: Elicitation Tools and Techniques (Business Analysis Essential Library)

*Rosemary Hossenlopp, Kathleen B. Hass*

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Learn how the business analyst works collaboratively with the project manager and other core team members to create plans that customize elicitation activities to the unique needs of the project. The author presents techniques used by successful business analysts and defines key business analysis terms.

Examine the principles and practices for pragmatic, effective requirements elicitation and learn how to work collaboratively with project members and other core team members. Discover the steps necessary to create customized elicitation activities for the unique needs of each project.

Contents

About the Authors

Rosemary Hossenlopp, PMP the president and founder of Project Management Perspectives, LLC, a Silicon Valley¬-based project management consulting and training firm. Ms. Hossenlopp provides consulting and training in a variety of areas, including process engineering, project management, and business analysis. She has 20 years of project experience and has created project offices, launched many generations of new products, and guided global process improvement initiatives. Her experience includes directing large, global initiatives at corporations, including AT&T Consumer Products, Apple Computer, Tandem Computer, and Compaq Computer. Ms. Hossenlopp received her B.S. from Oregon State University and M.B.A. from Santa Clara University in Santa Clara, California.

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