EasyWinWin
Collaborative Requirements Negotiation

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USC-CSE Annual Research Review

Outline

- Project Objectives
- EasyWinWin Process & Tool Support
- Case Study Results and Experiences
- EasyWinWin Integration
- USC-CSE — GROUPSYSTEMS.COM Co-operation
### EasyWinWin Objectives

- **Reduce learning effort and lower entry barrier**
  - Ease-of-use GUI
  - "long-leash" enforcement of negotiation model
- **Improve stakeholder involvement and guidance**
  - EasyWinWin Process
  - Facilitation of crucial activities
- **Enhance frequency and directness of interaction**
  - Synchronous, Asynchronous interaction
  - Co-located, multi-site interaction
  - Creativity techniques (e.g., Brainstorming)
- **Improve Scalability, Reliability, Interoperability**
  - COTS Group Support System

### EasyWinWin Process

<table>
<thead>
<tr>
<th>Activity</th>
<th>GroupSystems Tool</th>
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<tbody>
<tr>
<td>Brainstorm</td>
<td>Electronic Brainstorming</td>
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<tr>
<td>WinConditions</td>
<td>Categorizer</td>
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<tr>
<td>Consolidate and Organize Ideas</td>
<td>Alternative Analysis Voting Tool</td>
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<tr>
<td>Prioritize WinConditions</td>
<td>Topic Commenter</td>
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<tr>
<td>Capture Domain Language</td>
<td>Group Outliner</td>
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<tr>
<td>Refine Domain Taxonomy</td>
<td>Group Outliner</td>
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<tr>
<td>WinWin Negotiation</td>
<td>Group Outliner</td>
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**Further Tools:**
- Handouts
- Reports
- Whiteboard
Brainstorm WinConditions

<table>
<thead>
<tr>
<th>WinCondition</th>
<th>Details</th>
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<tbody>
<tr>
<td>1. Weakness detection on the system</td>
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<td>2. URL injection</td>
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<td>3. SQL injection</td>
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<td>4. DoS attack</td>
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Categorize & Consolidate

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
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<tr>
<td>Application Capabilities</td>
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<td>Interfaces</td>
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<td>Level of Service</td>
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<td>Process</td>
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<td>Environment</td>
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Prioritize WinConditions

WinWin Negotiation and Taxonomy
Experiences / Case Studies

- Six real-client projects in Fall 99 cs577a software engineering class:
  - Clients: USC Bookstore, USC Digital Library, USC-CSE
- 2-day COTS Product Requirements Definition Workshop
- Used by GROUPSYSTEMS.COM to negotiate a Sales and Marketing Process

Rationale: Integration of different GroupSystems negotiation results in a repository to support traceability and allow analyses and reports
Summary

- Strong focus on stakeholder interaction
  - Cooperative learning process
  - Requirements emerge in interaction process
  - Combination of interaction modes
- Improved involvement of clients
  - Intuitive UI
  - Facilitated Sessions
  - Process Guidance
- Groupware Benefits
  - Parallel contribution results in shorter meetings
  - Anonymity
  - Automated trace capture and reports

USC-CSE — GROUPSYSTEMS.COM

- Objective
  - Commercially Supported WinWin Capability
- Activities
  - EasyWinWin Process Guide
  - Web-Seminar (in May)
  - Signature Seminar
- Licensing
  - GroupSystems Online
    - Hosted or MeetingEvent