# Theoretical Essential: Value Identification

Who   Why   What

Role → Goal → Capability
      Goal → Capability
            → Capability

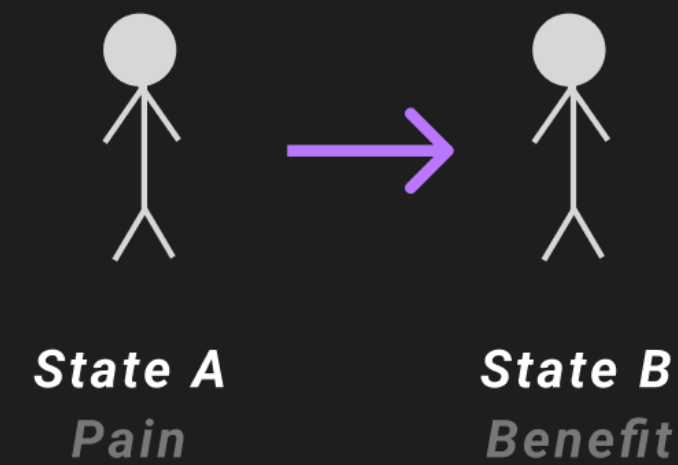State A    →    State B
Pain            Benefit

**Theoretical Essential**

# Value Identification

The worst thing to do is to start writing code before we know who it's for, why they want it, and what they should be able to do.
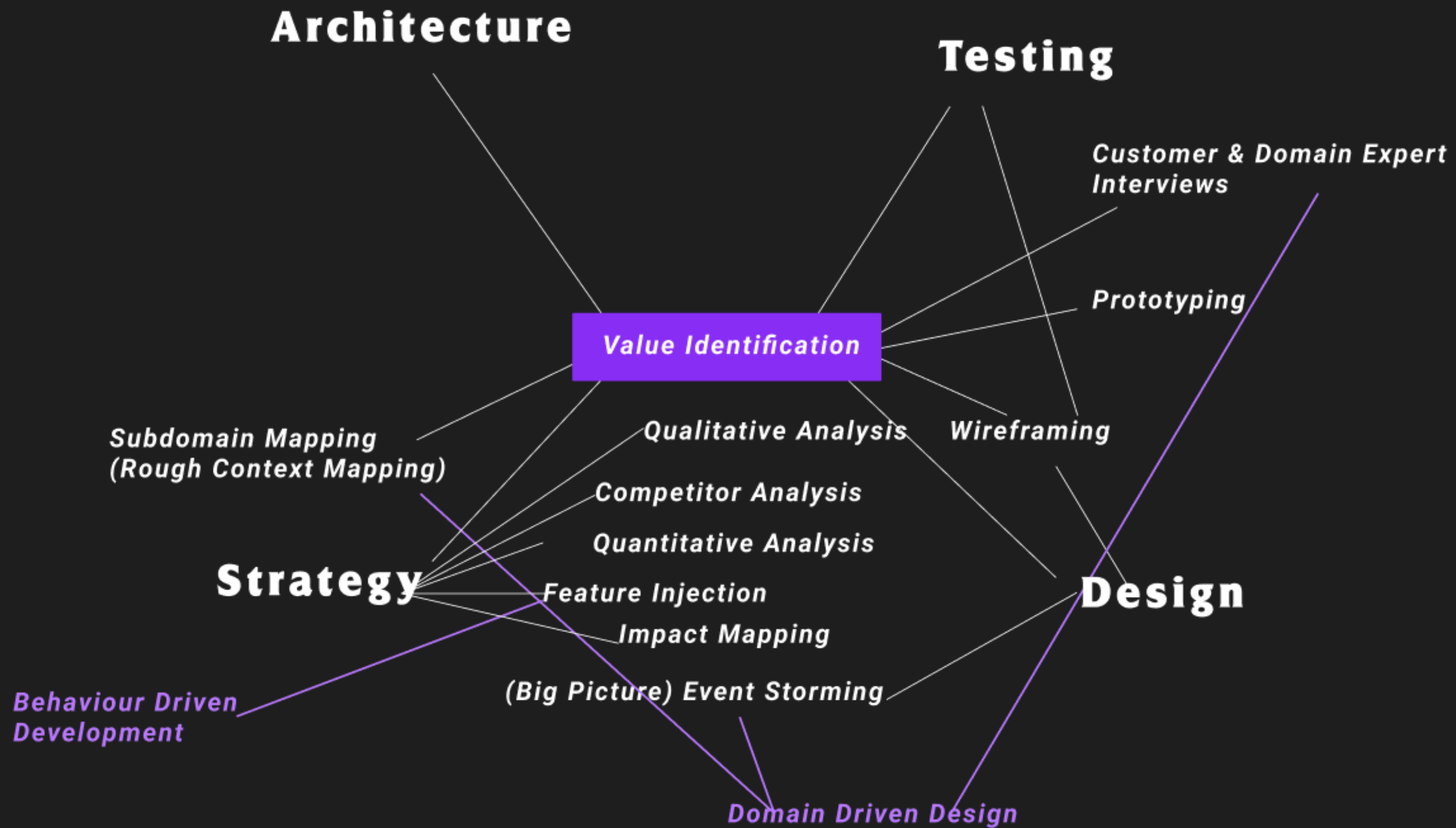
Value identification is the first essential we should practice at the start of a project or a feature.

Before we get into the How (the code), we also clarify Who-Why-What.

This helps us ensure what we build will have impact for both the User & the Customer.

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*from the customer*

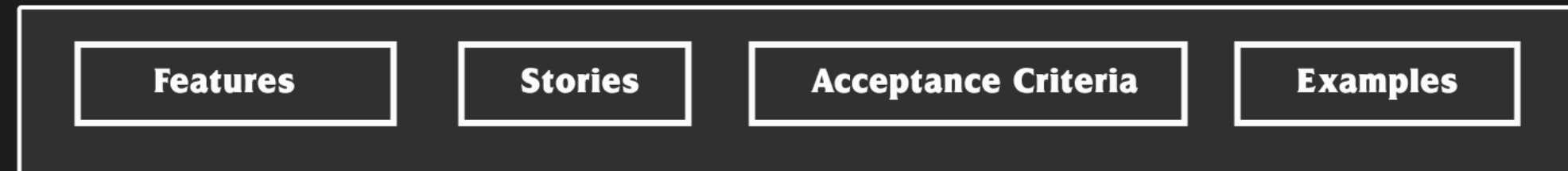**Problem** *Who are we helping? What are we trying achieve? What will they be able to do?*

Role-Goal | Capabilities

**The Theoretical Guesses Points**
**The "Who-What-What"**

**Solution** *How can we help? What will we build? What are the scenarios we need to build? Can we come up with some concrete examples?*

Features | Stories | Acceptance Criteria | Examples

**Architecture** *What does the system need to be able to do? How should it "be"? What are the responsibilities that need to be handled? Which architectural components will play those roles?*

Requirements (Functional & Non-Functional) | Roles, Responsibilities, Collaborations | Architectural Components (Systems, Libraries, Frameworks, Services, Patterns)

*To the Physical*

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