Probability of Occurrence (vertical axis, from Low to High)

Impact (horizontal axis, from Low to High)

	Low Impact	Medium Impact	High Impact
High	Exchange of Human Resources, because of absence (e.g. sickness, vacation,...).	The requirements definition is incomplete, insufficient and changes appear in the course of the project. -------------------------- The customer might try to widen the scope of the project.	Project is out of scope. -------------------------- Project faces delays regarding milestones and time. -------------------------- Budget is out of scope.
Medium	Traffic jam on the way to work for employees.	Lack of communication within the team. -------------------------- Intercultural missunderstanding within the team. -------------------------- Indian team members can not deliver in time.	The requirements of the security of information and data protection were not complied with in the project. (Governmental requirements).
Low	Minor deviance of the executed tasks from the action plan.	Key contacts are not specifically defined or do not have enough time for their tasks.	Customer's IT department is not ready for CRM implementation.