	Impact (Low → High)		
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. ———————————— It faces delays regarding milestones and time. ———————————— Budged is out of scope.
	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 is not complied (Governmental requirements).
Low	Minor difference of 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.

Probability of Occurrence (vertical axis: Low → High)

Impact (horizontal axis: Low → High)