

Elicitation Interviews

Background and rationale: Understanding your stakeholders' needs and constraints is critical to the success of your project, and is one of the main places data analysis projects fail. Knowing how to arrive at this understanding is also a skill for which employers are willing to pay increased salaries. If employers don't feel confident in their analyst's people-facing skills and ability to communicate, they will hire someone with more traditional business experience to communicate with stakeholders instead of the analyst, which will take away funds that could have otherwise been spent on the analyst. This peer review will impart the importance of good stakeholder communication for successful data analysts.

List stakeholders explain whether they are inside or outside of Watershed, and list at least one question you would ask for each of the individual.

1.Watershed Financial Director

inside of Watershed

"What is the financial model for short-term rental properties look like?"

"Do you need a loan and what is the specific situation?"

2.The Tenants

outside of Watershed

Do you mind unified management of the room (eg. unified quilt cover, carpet)?

3.Watershed Marketing Director

inside of Watershed

"How much does it cost for one apartment, including operating costs(i.e., hotel occupancy tax, insurance, regular maintenance and repair costs), marketing costs(i.e., unique facilities, and advertisement costs), personnel hiring?"

4.Watershed project manager

inside of Watershed

"Who will be making the final decision about whether or not Watershed will enter the short-term rental market?"