

# Air Quality Sensor Roadmap



## 08\_Map your assumptions

#Desireable #Feasible #viable

Assign a colour to every participant



Supply of post-its, copy or add new ones (N) whenever required



### Aim:

Identifying assumptions that were made while defining solutions. The assumptions will be mapped according to their relative importance and ease of validation.

### Method:

Very similar to identifying a prioritising stakeholders in step 1 and 2 of our roadmap, using two consecutive hybrid brainstorms:

- 1) Identify underlying assumptions regarding desirability, feasibility and viability of potential solutions.
- 2) Move post-its from the first board to the second and indicate their importance to a solution (e.g. chance the solution would fail if it is invalid) and the ease of validation (e.g. requires complex testing vs. should be a requirements that manufacturer has to meet).

### Tips:

- Boost the exercise by asking participants to summarise key aspects with respect to the user, solution and market or have boards from steps 1, 3 and 5 at hand
- When distributing assumptions, evaluate one axis first and then the other. This is easier than assessing the 2-dimensional position
- As a moderator, capture reasons why assumptions are position high or low on an axis
- Try to use a single word on each post-it
- Use the guiding questions embedded in the template

# Is that so?

**USER** assumptions  
Do they want (to) ...?

**PROBLEM** assumptions  
Can we ...?

**MARKET** assumptions  
Should we ...?

## User

- Why would this work
- Why would the user change their current way of working?
- What does a user do with your solution? What do they want to achieve?
- Why can a user not do this without your solution?

## Problem

- What technological challenge are there in realising this solution?
- What internal challenges are there?
- Why will your management support this solution?
- What skills do you need?

## Market

- How will you reach your user?
- Why will they keep using your solution?
- Why will they recommend it to others?
- How is this solution being financed?

High importance, because:

- 
- 
- 

**5**

Significant importance, because:

- 
- 
- 

**4**

Some importance, because:

- 
- 
- 

**3**

Low importance, because:

- 
- 
- 

**2**

Little to no importance, because:

- 
- 
- 

**1**

IMPORTANCE of an assumption

### CHECK/REQUIREMENTS

Highly important assumption regarding desirability, feasibility or viability  
Ease to validate, possibly already know by a third party

### TEST

Highly important assumption regarding desirability, feasibility or viability  
Difficult to validate, completely unknown

### LEAVE

Assumption of lesser importance regarding desirability, feasibility or viability  
Ease to validate, possibly already know by a third party

### QUESTION

Assumption of lesser importance regarding desirability, feasibility or viability  
Difficult to validate, completely unknown

DIFFICULTY of validation

Assumptions readily  
validated, because:

- 
- 
- 

**1**

Easy validations, because:

- 
- 
- 

**2**

Moderately challenging  
validation, because:

- 
- 
- 

**3**

Challenging validation,  
because:

- 
- 
- 

**4**

Hard validation, because:

- 
- 
- 

**5**

