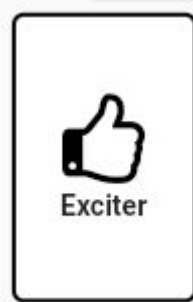


Cards for Value Estimation



Numerical Cards

A sequence of numbers for relative valuation, inspired by the Fibonacci series.



Exciter

Customers will be positively surprised by this feature.



Too Big

The story needs to be broken down further before estimating.



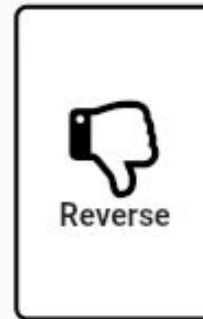
Must Have

Customers will expect this feature.



Too Small

The story needs to be merged with other stories to be able to estimate.



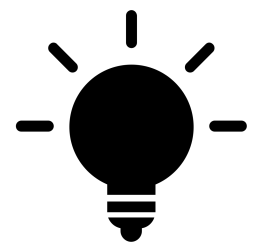
Reverse

Customers will be negatively surprised by this feature.

Facilitation Tips

Who

With Value Estimation you need to get the opinion of users, customers or **stakeholders in general** into play. Invite those people to the Estimation sessions whose opinions on value you believe will contribute positively to the product you are creating.



How

Encourage attendees to first make their **Expected** estimate.

Once everyone has done that, encourage everyone to do the same for the **Worst-Case** scenario. The worst-case estimate answers the question: What is the least amount of Value that I see this story producing for the users/customers?

Why

Including both the Expected and the Worst-case estimations gives you a good indication of the uncertainty of the value estimate.