

# MoSCoW Prioritization Worksheet

01

Use the framework below to practice Ruthless Prioritization of possible elements, ideas, or actions.

**ASK Your Possibility Question** \_\_\_\_\_?

02

<b>GENERATE Possibilities</b>	<b>MUST</b>	<b>SHOULD</b>	<b>COULD</b>	<b>WON'T</b>

03

**DETERMINE Your Prioritization Criteria** based on stakeholder/customer value. *See possibilities on on the next page.*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

04

**PRIORITIZE Your Possibilities** Using Your Criteria and the MoSCoW Framework

**M** - MUST: Describes an action, idea or requirement that must be met in for the possibility to be considered a success.

**S** - SHOULD: Represents a high-priority possibility that should be included if it is possible. This is often a critical criterion but one which can be satisfied in other ways if strictly necessary.

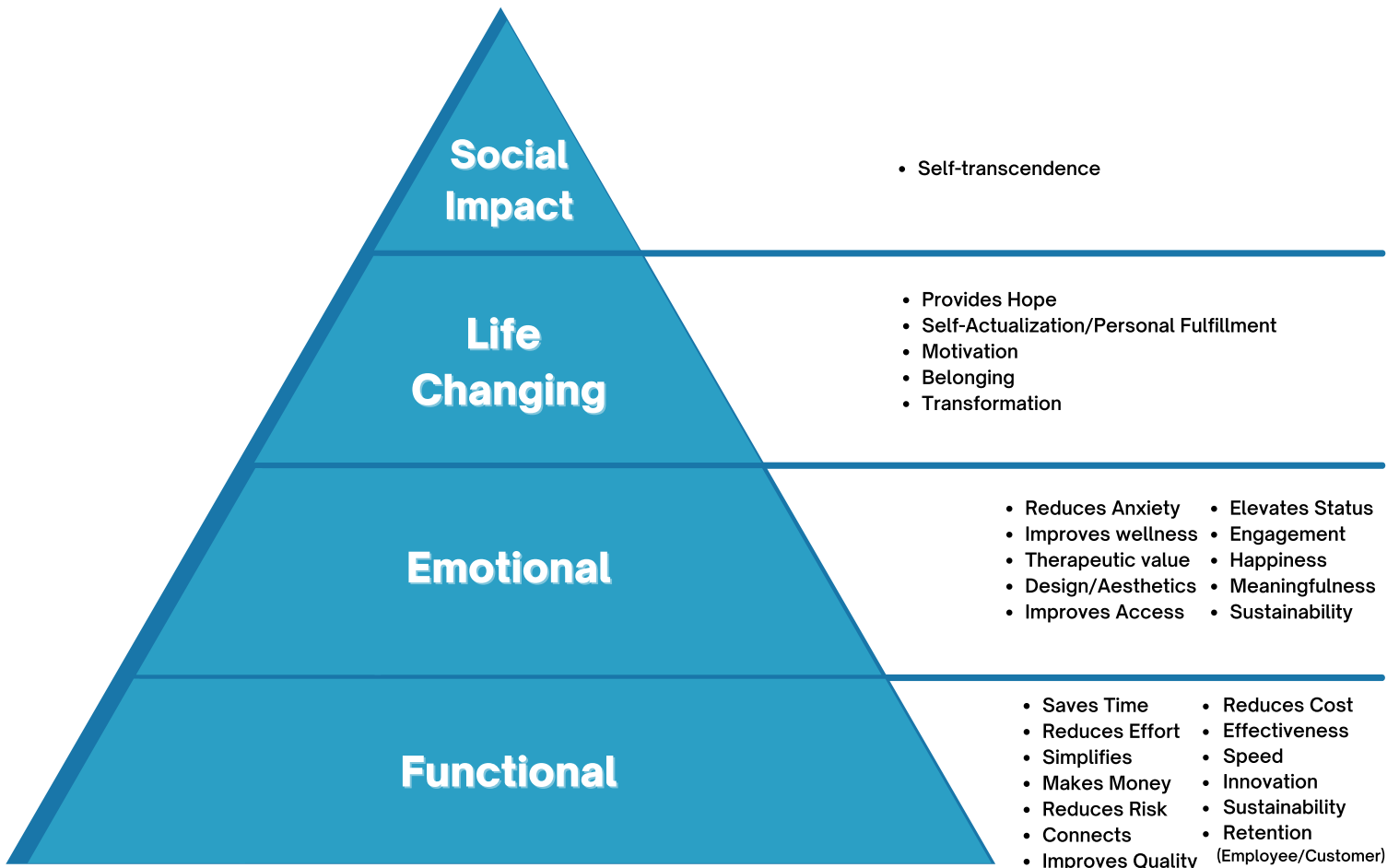
**C** - COULD: Describes a possibility that is considered desirable but not necessary. This will be included if time and resources permit.

**W** – WOULD/WON'T: Represents a possibility that customers/stakeholders have agreed will not be implemented at this time but may be considered for the future.



# Prioritizing Stakeholder and Customer Value

*Identify and Prioritize the Elements of Value that are most important to your stakeholders and customers.*



**Our Customers Value:**

Adapted From: Almquist, Eric, et al. "Elements of Value." Harvard Business Review, 2016