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**A Survey of
Communication Content
in Software
Requirements Elicitation
involving Customer and
Developer**

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Abstract

At the heart of software requirements elicitation lies the communication between customer and

developer. There are several valuable components of communication such as medium, sender, receiver, and messages, which

relates to the input and output from both parties. Most of these messages are delivered through incompletely, inconsistently or

inaccurately defined
communication medium.
This study has been done to
look into the
communication content of
the current communication

practices between
developer and customer in
Malaysia. The results of this
study revealed some
important notes on the
practices of communication

content during software
requirements elicitation
process in Malaysia.

Keywords: requirements elicitation; software requirements specification; communication content.

Introduction

In general, organization is complex, hence identifying the requirements are especially difficult. In

addition, software requirements always change from time to time. Requirements elicitation involves the communication process

between customer and developer during the analysis phase in software engineering. There are several important components under

consideration during communication, such as the medium, sender, receiver, and the content of messages, which relates to the input and output from

both parties. Such information by the customer, which is often delivered verbally and not in writing, will be used to produce Software

Requirements Specification document (SRS). At present, several studies have been conducted on the practices of requirements elicitation but none has

looked into the
communication content
between customer and
developer.

In practice, communication activity involves messages transmission from sender to receiver, whereby the discussion topic revolves around domain application

(Drake et al 1993), business requirements, system barrier and others problems (Paetsch et al.2003). While messages are in the form of

information and
knowledge, knowledge is
difficult to transmit
because it belongs to a
person who manages the
particular knowledge.

According to Stary (2002), knowledge of an organisation covers tasks and processes that are carried out by customers. Such information and

knowledge are in turn used to produce the software requirements document, which is traditionally viewed as a document that communicates the

requirements of the customer to the developer who is responsible to build the system. The collection of requirements and its representation must be

understandable by both customer and developer.

The remainder of this paper is organized as follows. Section two will

describe in detail the software requirements elicitation process and the related works. Section three will present the survey results from the

requirements elicitation
between customer and
developer as practiced in
Malaysia. Finally, Section
four will conclude the

findings with some
indications for future work.

Literature Review

Software Requirements Elicitation

According to Coulin et al
(2005), requirements

elicitation is the process of searching, revealing, acquiring, and detailing of requirements for computer-based systems. This process is complex as

it involves various activities, techniques, approaches, and support tools. More often, these processes are carried out repeatedly (Aurum &

Wohlin 2005).

Requirements elicitation is also looked as a negotiation process among stakeholders in order to achieve an agreement on

the system to be developed.
Sommerville (2001)
identifies activities
involved during
requirements elicitation as
discovered, negotiation,

and documentation.

According to Haywood and Dart (1996), these activities may be implemented using bottom-up or top-down approach, based on specific

customer problem. Aurum and Wohlin (2005) state that in general, the processes are made up by four principle activities, which are communication,

set priorities, negotiation and cooperation with the stakeholder.

Various techniques have been used for requirements

elicitation such as interviews, document analysis, group work, ethnography, prototyping, questionnaires, scenarios, and viewpoint. These

techniques may be divided into two categories: the interaction between an individual and the interaction between groups (Duran et al 2004).

Interactions between individuals are divided into two types: local and distributed. Local interaction includes prototype, group meetings,

and interviews. Whereas distributed interaction involve interaction of interviews, conferences, and meetings through video. Non-personal

interaction consists of observation, document analysis and questionnaires. According to Coulin et al (2005), most of these techniques are

adapted from various disciplines such as social science and engineering.

Requirements elicitation techniques may also be

classified into traditional, group, formal, semi formal, and natural language. In traditional ways, requirements elicitation process are performed face

to face such as through interviews, whether individually or in a group among customer or manager. There have been several difficulties

conducting interview
session such as:

(i) it is time consuming;

(ii) there may exist conflict between user and manager with regards of perception, assumption, problem defined, and even

objective of a system
and

(iii) different personalities
and behavior (Bahn
1995), as well as

background and
terminology used
during communication
between both parties
(Liou & Chen 1993).

Nonetheless, this technique requires direct interaction between both parties; the interviewer and the respondent, which results in quick information

exchange. The quality of the information obtained is closely related to the skills of the interviewer.

Basically, there are three forms of interview, which

are unstructured, structured, and semi-structured. Unstructured interviews give the respondent the freedom to express opinions, feelings,

position, goals, and beliefs of an issue. This form can be used if the interviewer has little knowledge of the domain. The weakness of unstructured interview is

the tendency of both parties to focus discussion on only specific topics. A structured form of interview allows the parties to involve and determine

the topic in advance. The results from structured interviews are easily analyzed, the process only takes a considerable short time, and best carried out

by a new analyst. However, interviewing techniques actually involve high costs and time consuming to prepare the interviews, performing the interviews

and analyzing the results of the interview. In some situations, an interview has to be conducted over time and involve several individuals, with different

needs and requirements.
Finding by Hickey et al
(1999) reveals that this
technique is not efficient if
the number of respondent

involves the public and
consists of different groups.

Document analysis
technique is conducted by
reviewing documents and

application of an existing system. This technique is most suitable for the renovation of obsolete systems or by a new analyst. The documents

involved include design documents, manual systems, as well as forms and files used in the business processes. However, more often the

documents involved
contain outdated or
incomplete, and
inconsistent with the
current business

requirements (Hoffer et al 2008).

Elicitation techniques that involve public participation or occur at the same time

for instance meetings, focus groups, and workshops require a designated working group. Hickey et al (1999) and Drake et al (1993) have categorized

meeting techniques that involve time and high cost as it requires the involvement of many parties at one time. Focus group is one of the

techniques performed in a group interview. This technique involves participation of the customer representatives and the developer to

exchange information
through discussions
(Sommerville 2007). A
facilitator will be appointed
to ensure that the
discussions are conducted

smoothly, hence the technique is less suitable for requirement specifications of complex software systems. Meanwhile, workshop is

conducted in collaboration
consisting of five stages of
development, critique,
understanding and support,
implementation, and delay
(Gottesdiener 2003),

whereby all participants play a role in every stage of the workshop conducted. This technique is able to produce high quality

requirements within a short time.

Prototyping is another requirements elicitation technique that allows user

feedback and considers in-depth information, which is considered the most suitable technique for developing the user interface requirements that

have not been identified in full. The prototype responds better to uncertain or changing of requirements (Satzinger et al 2002). Two prototype

approaches are incremental and throw away.

Incremental prototype is the prototype that is built in a small module from the overall user requirements.

Unlike incremental,
throwaway prototyping
does not preserve the
prototype that has been
developed. There is never
any intention to convert the

prototype into a working system (Hoffer et al 2008). This technique is used to encourage user to participate in developing the customer requirements

and benefits the
discussions with customers
because it involves a
system that is already in
existence.

Meanwhile, elicitation through questionnaire requires a clear focus to ensure the information obtained is appropriate. Questionnaires are used to

gather information when the project involves many respondents and is to be completed within a short time period. The information obtained is

usually lack in depth, less authentic, and less interactive. Normally, this technique is best used to obtain information on attitudes, beliefs, and basic

features for a system. Other than questionnaire, observations may be performed by observing how users work out the actual business process

without their intervention.

This technique involves high costs and requires skill to interpret and understand human actions. Often, users tend to change how they

work after finding out that they are being observed In addition, interpretation of the observations made by the analyst is subject to influence and personal bias.

Scenario-based elicitation technique is basically a summarized description of the system as described in the beginning of the process, along the process,

and at the end of the process. The scenario is served in the form of a story and contains information on the process, actions and interactions of

users with the system.
However, this technique
does not show the internal
structure of a system
although it may be used to

understand and to validate the requirements.

The most commonly used communication type during requirements elicitation

processes are verbal,
written, and mediator
(Saiedian & Dale 2002,
Coughlan et al 2003). The
medium chosen is
important to assure the

types of messages received are similar to the actual messages that were delivered. Usually, the chosen method is in favor of communication with fast

feedback time, clear, no conflict, and easy to understand. Many customers and developers alike use natural language to communicate during

requirements elicitation
process. However, this
method poses some
problems such as
differences in
pronunciation, expression,

human emotion, and
ambiguous information.
(Loucopoulos and
Champion 1992).

Communication Content among Software Developers in Malaysia

The general objective of this survey is to identify

communication content
that relates to
requirements elicitation
activities between
customer and developer
specifically in Malaysia. The

questionnaire encompasses questions on communication content and the appropriate tools used to support the elicitation activities.

The specific objectives of this study are:

(1) to determine the input and output of requirements elicitation process and

(2) to recognize the actual processes involved during requirements elicitation. To achieve the above objectives, the following are some research

questions that need to be addressed:

1. What is the source of requirements elicitation for

communicating
requirements during
requirements
elicitation in Malaysia?

2. What are the method and support tools used in preparing for software requirements specification document?

3. What are the roles of users' involvement when performing requirements elicitation?

Stakeholder Background

The methods of data collection in this survey are through postal, e-mail, and interviews. The

respondents involved are software developers from various sectors in Malaysia. Questionnaires are appropriate because our data collection involves

public respondents where the distribution of the respondents is scattered. The selection of respondents is determined based on their position and

experience in requirements elicitation activity during system development.

Participations came from various agencies that are categorized as government,

semi-government, private agencies with Multimedia Super Corridor (MSC) status and without. Table 1 shows the background of

the respondents who
participated in this study.

Table 1: Background Respondent Selection

**Please see Table 1 in full
PDF version**

In the following sections, we will present the analyses performed on the information gathered from 42 responses. The results of

the survey were then analyzed using SPSS.

Results

Table 2 shows the content and criteria investigated in

the survey. There are 5 categories of content, which are the requirements sources, analysis and modeling, prototype, SRS, and user involvement.

Table 2: Content and Criteria Investigated

**Please see table 2 in full
PDF version**

Requirements Sources

Requirements sources are information that are gathered from the customers. These refer to

customer needs for new implementations or even upgrades. From the analysis, it is found that numerous sources from customers were used in

process identification requirements. The survey result shows 69.0% of respondents chose the work process as their main information source to

identify the software requirements. Other sources used are based from existing system (50.0%), 50.0% from the organization rules, 50.0%

from expert knowledge,
42.9% from documents,
and 4.8% from others
source (refer to Table 3).

Table 3: Sources of Requirements

Please see Table 3 in full PDF version

Many organizations choose and modify their requirements sources in accordance with technology changes. Besides, sources of project are also influenced

by changes of external factors such as economic, politic, social, regulations, financial, psychology, history, and geography. For example, an organization

that practices a
bureaucratic system often
faces difficulty in gathering
requirements as compared
to other non-bureaucratic
organizations. Changes of

management and political pattern in an organization also influence in delivering the requirements sources. Such new changes may cause customer to feel

unhappy and unable to accept. Nonetheless, changes in requirements and scope will rarely affect the information delivered

as delivered through email,
telephone or interview.

Analysis and Modeling Requirements

This process includes refining and modeling the requirements. From

the analysis, (see Fig. 1)
the results of the study
show that respondents
prefer to use Structured
System Analysis and
Design Method

(SSADM) as compared to Object Oriented Analysis (OOA) with small percentage of preference on internal methodology. This is

probably because the traditional method is easy to understand and represent the actual customer requirements. The survey shows that

although 71.4% of developers do not use any specific software to analyze and model the requirements, 28.6% of them have considered

using the Rational Rose,
Enterprise Architect or
Microsoft Visio.

**Fig 1. Methodology Used
for Software
Requirements Analysis
and Modeling**

**Please see Figure 1 in full
PDF version**

Prototype

Normally in practice, a tool is used to get feedbacks on software requirements as specified by the developer.

This type of feedback is used to examine and guarantee the consistency, completeness, reality and accuracy of software requirements. According to

Sommerville (2001), this includes checking the requirements document.

From the analysis, it is shown that 71.4% of

developers used prototype techniques to validate their requirements and 28.6% chose other techniques (refer Table 4).

Table 4: Techniques of Prototype

**Please see Table 4 in full
PDF version**

Feedback from respondents who used prototype is 30 from 42 persons, whereby prototype parts involve user interface, schedule, process flow, and work

system. Table 5 shows the use of prototype techniques to communicate system requirement that were developed in effort to seek feedback from customer.

Implementation of the prototype involves the programming language and specified software. From the analysis, it is shown that 86.7% of developers

used programming language to implement the prototype but 13.3% chose Macromedia Dreamweaver, Microsoft Visio or Microsoft PowerPoint.

Also, most respondents stated that they used combination of requirements part to show the prototype. Study found out as much as 86.7%

presented their prototype for interface, 26.7% for schedule, 80% for process flow, and 3.3% for working system.

Table 5: Parts of Requirements that Demonstrate in a Prototype

**Please see Table 5 in full
PDF version**

*Software Requirements
Specification (SRS)
Documentation*

Because software
requirements are often

seen as abstract statements of the services provided or the constraints of a system, they are defined in various ways. Software requirements document

can also be viewed as a detailed statement that defines the process using formal mathematics of a functional system.

According to IEEE (Yang &

Tang 2003), SRS
documentation is a term
referring to software
requirements with:

(i) the capacity required by users to solve a problem or to achieve certain objectives,

(ii) the ability of the system to fulfill the contract, standards, specifications or other and

(iii) a document that reflects the ability to satisfy objective (i) and (ii). Chirinos et al (2004) report that there is actually no consensus

on the meaning of
software requirements.

Yadav et al (1988) and
Whitten et al (2001)
present how a requirement

is described, which are through:

(i) activities,

(ii) input and output,

- (iii) data definition, and
- (iv) processing requirements.

In subsequent research,
Gregoriades et al (2004)
define software
requirements as goals to be
achieved and consider the
implementation through

software operating processes, machines, and humans. Software requirements are divided into two types, which are the functional

requirements and non-functional requirements. Functional requirements refer to the functions or services provided by the system. This requirement

highly depends on the software, potential users, and the type of systems. It is also known as the behavior of the system (Chirinos et al 2004).

Meanwhile, non-functional requirements refer to the constraints of the system (Paetsch et al 2003).

The process of documenting the software

requirements includes activities such as creating the software requirements specifications (SRS), reviewing the SRS content, and checking the resulting

SRS. These activities are carried out to ensure the document that is created adheres to the quality standard and satisfies the customer. Basically,

software requirements document is a group of statements that needs to be written by developer (Sommerville 2001). The details of software

requirements document depends on the kind of system to be developed and the software development process (Sommerville 2001). There are various

standards in existence for requirements document such as the IEEE, ISO 9000, and others. Basic issues in IEEE standard 830-1998

pertaining the SRS document include:

1. Functionality

What is the software supposed to do?

2. External interfaces

How does the software interact with people, the system's hardware, other hardware, and software?

3. Performance

What are the functions of speed, availability, response time and recovery time of various software , etc?

4. Attributes

What are the portability, correctness, maintainability, security issues under consideration?

5. Design constraints
imposed on an
implementation

Are there any required
standards in effect,
implementation

language, policies for
database integrity,
resource limits,
operating environment?

The survey results show that respondents did follow some standard in preparing SRS documentation, among which are from the Institute of Electrical and

Electronics Engineers
(IEEE), International
Standards Organization
(ISO) 9000-3, National
Standards or internal
organization. Analysis of

data showed that 53% respondent follows their own organization standard or at least refer to similar organization in writing the SRS document. While 28%

of respondents do not adopt any formal standard, 13% of respondents adhered to standard set by IEEE, 3% adhered to ISO standard 9000-3, while the

remaining 3% adhered to the National Standards.

Further analysis reveals that most of the SRS document content includes

the following items:

- Introduction
- Content

- Project background
- System scope and business
- System summary

- Interface
- Output and input
- Process

- Procedure

Meanwhile, only a small number of organizations incorporated the following additional items:

- Change control
- Storage data
- Review

- Validation

As for the tools, software that is used to prepare the SRS document is mainly word processor or specific

software. Findings show that 90.5% respondents used word processor to write SRS and 7.1% use other specific software, while the remaining 2.4%

use both types of software.
Examples of specific
software are Microsoft
Visio, Microsoft Excel and
Microsoft Project.

User Involvement

Findings from the survey show that most customers are involved in checking the SRS document. Analysis of

data shows that 88.1 %
respondent claimed
customer involvement in
checking on SRS document
while 11.9% claimed

otherwise (indicated in Table 6).

Table 6: User Involvement

**Please see Table 6 in
full PDF version**

Table 7 shows the itemized content of SRS document that are validated by customer. This information is gained after the

respondents were
requested to list the
section of SRS
document that requires
confirmation by
customers. Analysis of

data shows that 89.2%
respondents claimed
involvement of
customer in functional
part, 73% in system
scope and business

part, 73% in interface
part, 73% in input and
output part, and 73%
other parts. All
respondents state that
they do not use any

specific software to
check the SRS
document.

Table 7: Parts of SRS that Validate by User

**Please see Table 7 in full
PDF version**

Consolidation of the Result

Based on the survey findings reported in Section 3, the content of

communication between the customer and developer during requirements elicitation are investigated in effort to further understand the

common practices during the elicitation process.

While previous researchers look for technique and sources that is used to generate SRS, there is also

researcher that focuses on support tools to facilitate communication between customer and developer during the requirements elicitation process. While

previous studies only look into user involvement for requirements validation, this study includes source of communication, user involvement and support

tool that are used in performing requirements elicitation.

Overall, the survey conducted is able to

provide insights on current communication practices during requirements elicitation activity among software developers in Malaysia. The sources for

generating the software requirements were identified by this study. The study also showed that software developers do not use any specific tools to

support all activities for requirements during the requirements elicitation process. Survey also shows that there is no specific methodology adopted by

the developers to implement the requirements elicitation process. In addition, it is found only a handful of developers who use tools to

support requirements
elicitation.

Conclusion and Future Research

This paper discusses communication content between the customer and

developer during requirements elicitation process in preparing the Software Requirement Specification (SRS) document. The findings

show that most developers do not use any support tool in implementing activities during the requirements elicitation process nor do they follow any

methodology to perform requirement elicitation. Requirement document is important because it is always taken as the basis for software development,

hence a software tool is needed in creating the software requirements document.

One obvious limitation of this study is the use of only one set of questionnaire to be distributed to the developers. In this case, the information gathered is

limited to the questions asked. More in-depth information and deeper understanding may be gained if other research methods are used in

combination such as focus group and interview. Our future work intend to increase the number of participating companies and to use additional data

gathering techniques with
the objectives of getting
wider and more accurate
representation of
requirements elicitation

practices among industrial practitioners in Malaysia.

There are other interesting issues in communication for requirements to be

explored. The issues include medium, personalities, procedures, and communication skill. At the end, our main aim in this endeavor is to facilitate

customer and developer to
consciously manage future
communication during
requirements elicitation by
looking in-depth of
considering the

communication content.
Effective and clear
communication will
produce the best software
requirement documents,

which in turn will produce
good software.

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