

Implied and Explicit Needs

Read each statement and indicate whether you believe it to be describing an *Implied* or an *Explicit* need.

#	Description	Implied	Explicit
1	Sometimes the backlog of mismatches gets very high	<input type="checkbox"/>	<input type="checkbox"/>
2	If interest rates were to rise by 1% we would have to sell the house	<input type="checkbox"/>	<input type="checkbox"/>
3	We need to get our transactions costs down by a third within the next two years	<input type="checkbox"/>	<input type="checkbox"/>
4	It would be nice to reduce staff costs by \$1million this financial year	<input type="checkbox"/>	<input type="checkbox"/>
5	The cost of maintaining our existing system is becoming un-economic, we have to do something to reduce it.	<input type="checkbox"/>	<input type="checkbox"/>
6	A decrease in staffing would be good, particularly in the current economic situation	<input type="checkbox"/>	<input type="checkbox"/>
7	My staff are saying they will stop working weekends if we do not improve their working environment	<input type="checkbox"/>	<input type="checkbox"/>
8	The COO has said that we must reduce our overall costs by 15% over the next 12 months	<input type="checkbox"/>	<input type="checkbox"/>
9	The consultants have specified that the proposed system must have no adverse affect on the current IT infrastructure	<input type="checkbox"/>	<input type="checkbox"/>
10	The union has threatened industrial action if we don't address the safety record	<input type="checkbox"/>	<input type="checkbox"/>
11	We are looking to reduce our overall debt this year	<input type="checkbox"/>	<input type="checkbox"/>
12	We have to reduce the negative impact of the merger on departmental efficiency	<input type="checkbox"/>	<input type="checkbox"/>

Write three **Implied** needs that you most frequently hear in your current role:

1	
2	
3	

Write three **Explicit** needs that you most frequently hear in your current role:

1	
2	
3	