Win-Win Negotiation Session #1

The client attended the Win-Win session scheduled with the TA.
The client created an account on Winbook.
The TA, developers, and the client edited the Program Model, Business Model and Result Chain presented.
The client comes up with the value propositions:
   i. Increase camaraderie between Trojans
   ii. One-stop shop to answer any USC related query
   iii. Increase communication between students across school
The followings are the list of assumptions
   i. USC students need a central platform to connect, share, and like information with each other
   ii. Reward point system will work as the important incentives for users to join the network
The basic entities of the “WAT” network were identified and acknowledged by all stakeholders:

A list of Win-Win conditions were discussed and put up on the Winbook.
The win conditions were categorized by the shaper/IV&V validator respectively
The Winbook tool was used to sort the MMF, and obtain a clear perspective of what features are essential for the system.

New Requirements From the client:
- Divide the “WAT” point system into three categories namely
  i. Lifetime Points; record all the points since the beginning
  ii. Semester Points: reset to 0 at the beginning of each semester
  iii. Usable Points: points that can be used to redeem gifts
- The forum will have a dislike function for a post. If user dislikes a post subtract 1 point from the user points. Also, keep in mind that a single post should not provide negative points to the user.

For the next meeting:
- Attend Win-Win Session Round #2 with the TA
- Identify how we will carry out the “WAT” point system
- Develop a UI prototype for acquiring feedbacks from the client, as GUI is crucial to our system.
- Identify approach to add a dislike functionality to the forum