## conflict

Çatışma çözümünde BABOK rehberine göre kullanılan başlıca yöntemler; paydaşların analiz edilmesi ve önceliklendirilmesi (Stakeholder Analysis), etkili iletişim ve iş birliği yönetimi (Manage Stakeholder Collaboration), gereksinimlerin netleştirilmesi ve değerlendirilmesi (Requirements Analysis), değişiklik etkisi analizi (Impact Analysis), gereksinimlerin önceliklendirilmesi (Prioritize Requirements), karar destek yöntemlerinin kullanılması (Decision Analysis), risk ve fayda değerlendirmesi (Risk Assessment, Value Analysis) ve ürün stratejisine uyumluluğun kontrol edilmesidir (Strategy Alignment). Bu yapılandırılmış yaklaşım, çatışmaların nesnel ve çözüm odaklı şekilde ele alınmasını sağlar.

## Definition of Done

A checklist of what makes a task or feature complete

## conflicting stakeholder requirements

By hosting requirement workshops and leveraging prioritization frameworks like MoSCoW.

## tailor your communication to different audiences

high-level insights for executives and technical details for engineering teams

## data analysis

While at Huawei, I analyzed customer billing data to identify inefficiencies in prepaid plans, leading to optimized pricing strategies that improved customer satisfaction by 15%.

## market research

I start by defining objectives and collecting data from reliable sources. For instance, during my master's thesis, I conducted in-depth trade analysis between Turkey and China, identifying key growth opportunities for exporters.

## Minimum Viable Product (MVP)

A basic version of a product with just enough features to use.

## presenting complex ideas

diagrams and analogies

## quality of your business analysis deliverables

documentation and iterative reviews with stakeholders, multiple validation sessions and peer reviews

## How do you work with teams?

I share updates, listen to feedback, and solve problems together.

## defining project scope

consulting stakeholders and aligning their expectations with organizational goals. detailed requirement decomposition and change management processes

## business analysis tools and techniques

JIRA, Confluence, BABOK Teq.

## Acceptance Criteria

Rules that define if a task or feature meets the requirements.

## Impediment

Anything that blocks the team's progress

## changes in requirements during a sprint

assess their impact on sprint goals, reprioritize tasks

## overlapping deadlines

breaking tasks into smaller milestones and using Gantt charts to track progress

## Retrospective

• A meeting at the end of a sprint to discuss what went well and what can improve.

## Sprint Review

A meeting to show what was completed in the sprint.

## • Agile Timeline Example (2-Week Sprint)

Day Meeting Description
Day 1 Sprint Planning Define sprint goal and select tasks.
Day 2-14 Daily Stand-Up Share updates and discuss blockers daily.
Day 7 Backlog Refinement Update and prioritize tasks for the next sprint.
Day 14 Sprint Review Present completed work to stakeholders.
Day 14 Sprint Retrospective Reflect on the sprint and plan improvements.



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