

Figure 11.7

Variables Affecting the Future Use of Structured Analysis

	A	B	C	D	E	F	G	H	I	J
A Increased use of structured analytic techniques		+			+ -	-	+	+ -	-	-
B Executive support for collaboration and structured analytic techniques	+		+	+	+	-	+	+ -	-	-
C Availability of virtual technologies	+	+		+	+		+		+	
D Generational change	+	+	+							
E Availability of analytic tradecraft support	+ -	+ -				+ -			-	
F Change in budget	-	-	-		-					
G Change in customer preferences for collaborative, electronic products	+				+			+		
H Research on effectiveness of structured analytic techniques	+ -	+ -			+ -		+ -		+ -	+ -
I Analysts' perception of time pressure	-	-								+
J Lack of openness to change among analysts/managers	-	-			-				+	

Reading the matrix: The cells in each **row** show the impact of the variable represented by that row on each of the variables listed across the top of the matrix. The cells in each **column** show the impact of each variable listed down the left side of the matrix on the variable represented by the column.

Direction and magnitude of the impact:

- + strong positive impact
 + medium positive impact
 - strong negative impact
 - medium negative impact
 - weak negative impact
- + weak positive impact

Combination of + and - means impact could go either direction.
Empty cell = no impact.