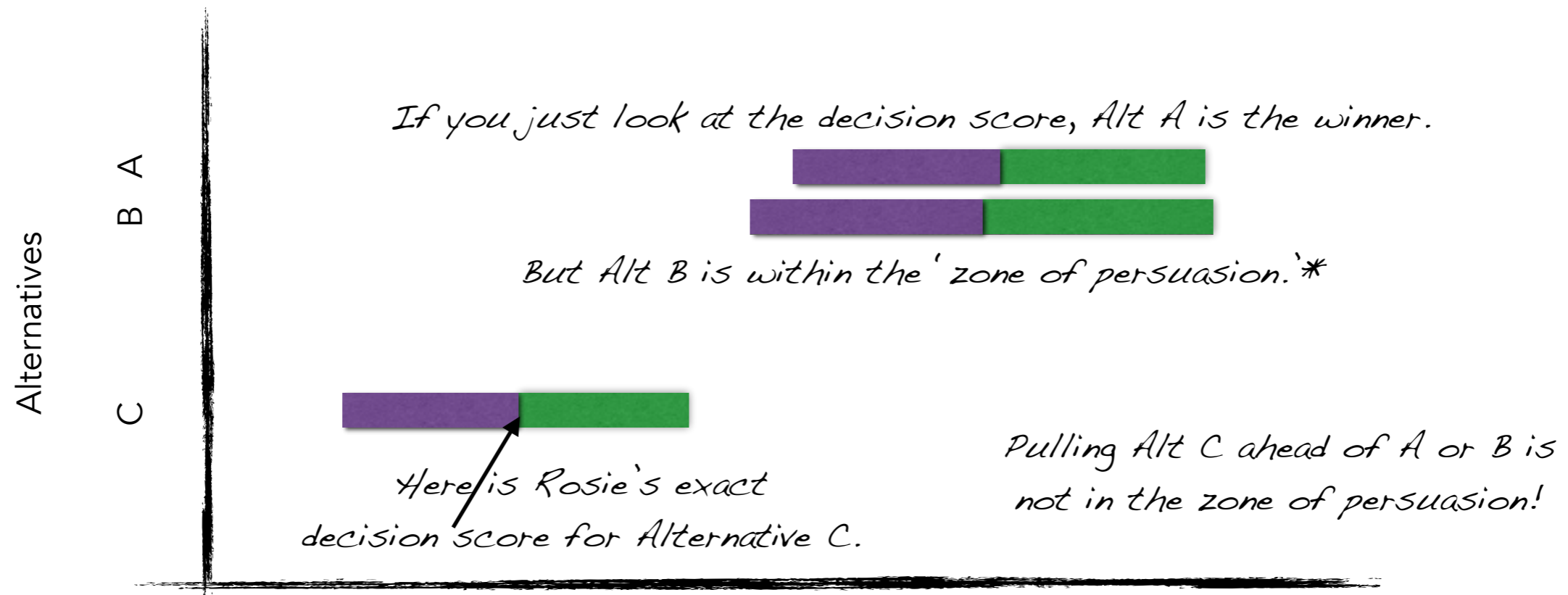


Rosie's Decision Scores

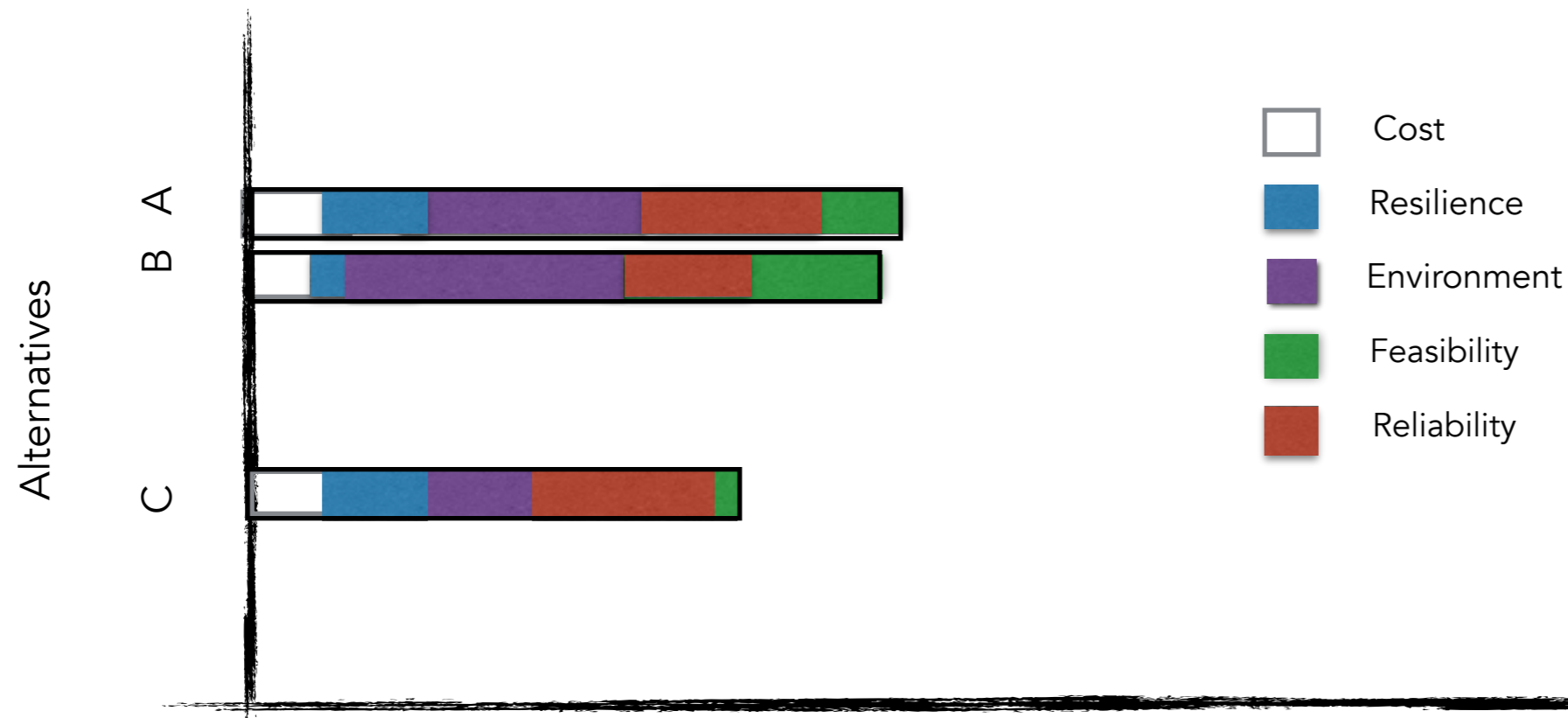
This means her weights \times ratings for each criterion.
(In this graph her weights never change.)



*What is the 'zone of persuasion?' The purple bar take Rosie's weights and then multiplies them across the range of Committee wide, non-extreme ratings. So if Rosie kept her weights but was persuaded to change all her ratings downwards, her decision score would move to the left end of the purple box. (And if she rated up, her decision score would move to the top of the green box.) You can see, then, that Rosie's ratings don't have to change much to pull B to the front.

Rosie's Contribution Graph

What contributed to Rosie's Decision Scores?



To pull B ahead of A for Rosie's weights, you might want to find ways to increase the rating for 'Reliability'—convince her to change her ratings or you could design in some aspects that would improve B's reliability.

To pull C ahead... lots of work! But concentrating on 'Environment' and 'Feasibility' would be a good start.