

NAME

Relative scoring matrix

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Shape

SOURCE

Shape resource

INTRODUCTION

There are two basic ways of calculating overall scores; absolute scoring and relative scoring. Absolute scoring is basing a result on actual facts, relative scoring is more dynamic, with no fixed answers. It is often applied when analysing opportunities. For more information, go to the “Analyse” stage of the Shape resource.

NOTES

Absolute scoring is basing a result on actual facts. This method is used to grade exams for example. Your answer is right or wrong and at the end of a test you have a certain amount of points that give you a certain grade. Absolute scoring is very objective and therefore not easily disputed.

Relative scoring is more dynamic, with no fixed answers. It is often applied when analysing opportunities because there are no right or wrong answers to this. Relative scoring means you use one item as a benchmark and then score the other items based on that benchmark, on various criteria. This method is more subjective but can be just as effective when applied systematically.

How it works

- 0 Same as benchmark
- + Better than benchmark
- Worse than benchmark

You can even use ++ and -- if you feel you need more differentiation.

You can use this matrix to score as many opportunities as you want against each other. However, make sure to use the success indicators from the Explore stage as your criteria to make it effective.

Example

Opportunity A is the benchmark in this case. Opportunity B is much better than opportunity A in regards to cost. However, project delivery time is much longer, a negative.

Criteria	Opportunity A	Opportunity B
Impact - citizens	0	0
Impact - service provider	0	0
Cost	0	+
Project Delivery - time	0	-
Benefits delivery - time	0	0
Difficulty	0	0