




Rate the frequency of the following challenges before taking training with Pragmatic Institute.

	Extremely Often	Very Often	Somewhat Often	Uncommon	Rare
Product launches delayed	 13%	 29%	 41%	 13%	 4%
Roadmap was guided by opinions not market facts	 23%	 42%	 25%	 8%	 2%
Delivered features weren't being used by customers	 7%	 26%	 44%	 20%	 3%
Important features were dropped from each new release	 6%	 22%	 38%	 26%	 8%
Revenue goals not hit	 6%	 24%	 37%	 24%	 9%
Deals were being heavily discounted to close	 7%	 23%	 39%	 23%	 8%

Source: TechValidate survey of 1097 users of Pragmatic Institute



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