


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

Validated

Published: Feb. 27, 2019 TVID: 79D-CB6-B00



TechValidate
by SurveyMonkey