

competitors to enter market, develop an enabler product, develop core tech, reduce dependency on unreliable suppliers, prevent gov. regulation/intervention

- Checklist method – uses a list of questions to determine whether projects should be accepted to rejected
 - Easily used in different types of projects and across divisions/locations
 - Fails to recognize importance of a project to arg. and provide a fair equal comparison among other projects
- Multi-weighted Scoring Method – uses qualitative/quantitate weighted selection criteria to evaluate projects

Criteria Weight	Stay within core competencies	Strategic fit	Urgency	25% of sales from new products	Reduce defects to less than 1%	Improve customer loyalty	ROI of 18% plus	Weighted total
	2.0	3.0	2.0	2.5	1.0	1.0	3.0	
Project 1	1	8	2	6	0	6	5	66
Project 2	3	3	2	0	0	5	1	27
Project 3	9	5	2	0	2	2	5	56
Project 4	3	0	10	0	0	6	0	32
Project 5	1	10	5	10	0	8	9	102
Project 6	6	5	0	2	0	2	7	55
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Project n	5	5	7	0	10	10	8	83

Applying a Selection Model

- Selecting a model
 - Factors such as researching new tech, public image, ethical position, protection of the environment, core competencies and strategic fit are crucial for selecting projects
 - Weighted scoring models are best alternative to meet needs above
- Sources and solicitation of project proposals