Section 17 Questions

Is the product compatible with your own personal habits, lifestyle and values?

No	STOP			
Possibly	**2**	**3**	**4**	**5**
Probably	**6**	**7**	**8**	
Yes	**9**	**10**		

If there are similar products on the market, is the product compatible with or retrofitable to those products?

No	**1**	**2**	
Yes, if customer modifies existing products	**3**	**4**	**5**
Yes, if additional "adapters" are supplied	**6**	**7**	**8**
Yes	**9**	**10**	

Will people who use the product be required to change established methods of accomplishing a task when they use the product?

Yes, considerably	**1**	**2**	
Yes, noticeably	**3**	**4**	**5**
Yes, slightly	**6**	**7**	**8**
No, not at all	**9**	**10**	

Will the user have to change any habits which could be considered "standard habits" shared by the majority of the user group? (ie: most people brush their teeth in the bathroom. If you developed a toothbrush for use in the living room, most people would resist the change.)

Yes, considerably	**1**	**2**	
Yes, noticeably	**3**	**4**	**5**
Yes, slightly	**6**	**7**	**8**
No, not at all	**9**	**10**	

If a user will have to change any established habits, values, patterns, or methods, will the benefits of using the product be immediately obvious to the user and outweigh the difficulty of changing the habit?

No, changing the habit will be difficult, benefits will not be obvious	STOP		
It will take quite a while before benefits outweigh difficulty of change	3	4	5
It will take a short time before benefits outweigh difficulty of change	6	7	8
Yes	9	10	

If a user will have to change any established habits, values, patterns, or methods, have you conducted a focus group of prospective end-users to be absolutely sure the majority of them will perceive the benefits of the product to outweigh the agony of the change?

No	1 2	
Working on it	3 4 5 6 7 8	
Yes, they positively perceive the benefits to be worth the agony of the change	9	10