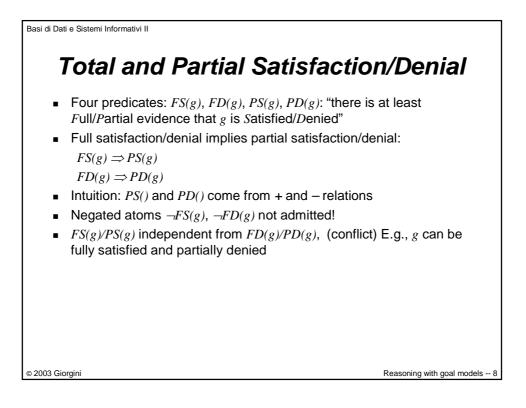
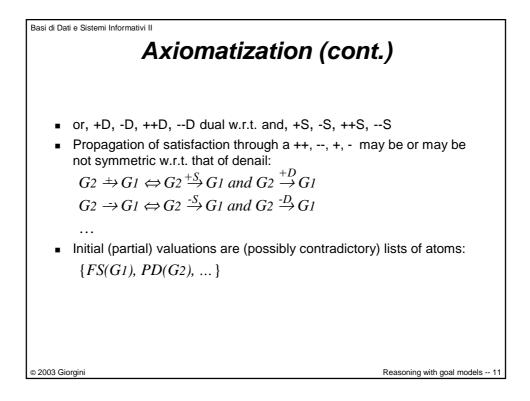


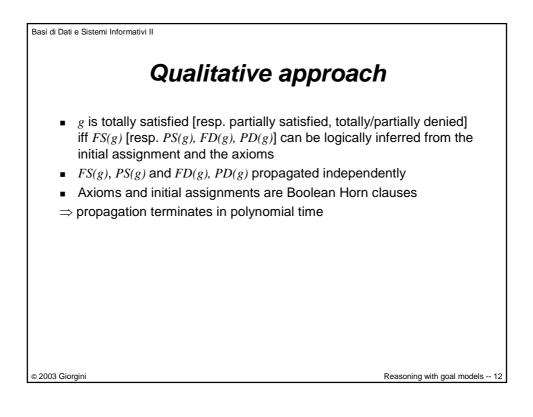
<ul> <li>Drovide:</li> <li>Formal representation(s) of goal models</li> <li>Formal representation(s) of goal valuations</li> <li>Formal techniques to reason on goal values and on their propagation through goal models</li> <li>Qualitative approach</li> <li>Quantitative approach</li> </ul>	Basi di Dati e Sistemi Informativi II
<ul> <li>Formal representation(s) of goal models</li> <li>Formal representation(s) of goal valuations</li> <li>Formal techniques to reason on goal values and on their propagation through goal models</li> <li>Qualitative approach</li> <li>Quantitative approach</li> </ul>	The problem
<ul> <li>Quantitative approach</li> </ul>	<ul> <li>Formal representation(s) of goal models</li> <li>Formal representation(s) of goal valuations</li> <li>Formal techniques to reason on goal values and on their</li> </ul>
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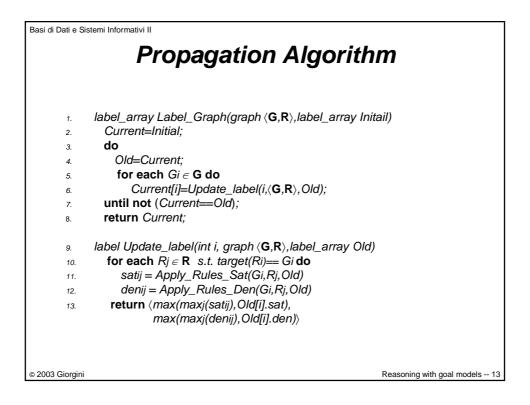


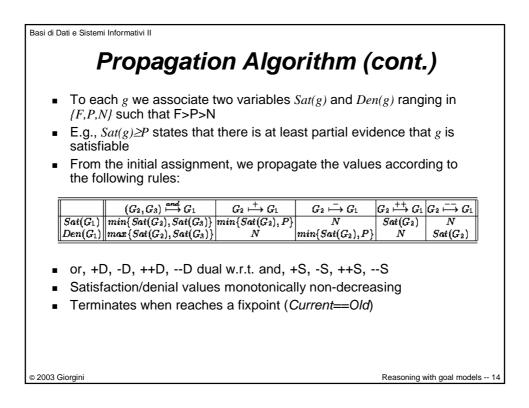
Basi di Dati e Sistemi Infor	mativi II	
	Axiomatizatio	on
Goal	Invariant Axioms	
g	$FS(g) \rightarrow PS(g)$	
	$FD(g) \rightarrow PD(g)$	
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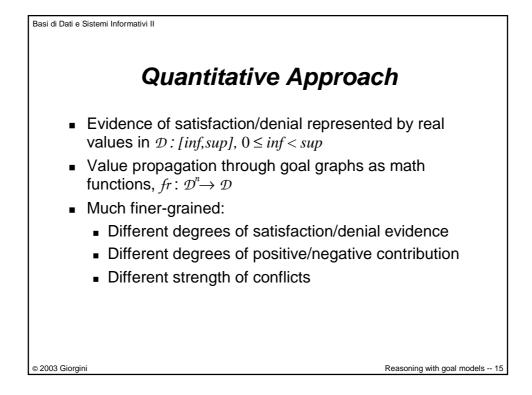
si di Dati e Sistemi Informativi II	Axiomatization	
Goal Relation $(G2,G3) \xrightarrow{and} G1:$	Relation Axioms $(FS(G2) \land FS(G3)) \rightarrow FS(G1)$ $(PS(G2) \land PS(G3)) \rightarrow PS(G1)$ $FD(G2) \rightarrow FD(G1), FD(G3) \rightarrow FD(G2)$ $PD(G2) \rightarrow PD(G1), PD(G3) \rightarrow PD(G3)$	
$G2 \xrightarrow{++S} G1:$ $G2 \xrightarrow{-S} G1:$ $G2 \xrightarrow{+S} G1:$ $G2 \xrightarrow{+S} G1:$	$FS(G2) \rightarrow FS(G1), PS(G2) \rightarrow PS(G1)$ $FS(G2) \rightarrow FD(G1), PS(G2) \rightarrow PD(G1)$ $FS(G2) \rightarrow PS(G1), PS(G2) \rightarrow PS(G1)$ $FS(G2) \rightarrow PD(G1), PS(G2) \rightarrow PD(G1)$	, ,
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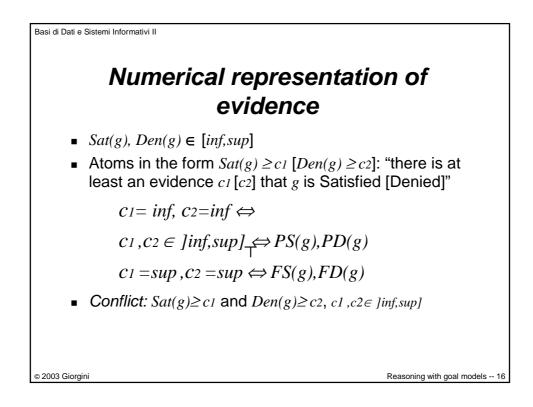


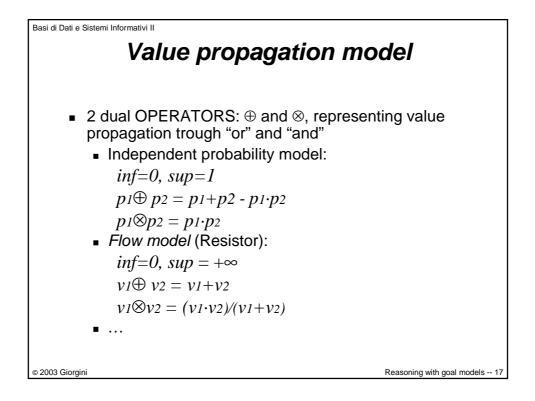




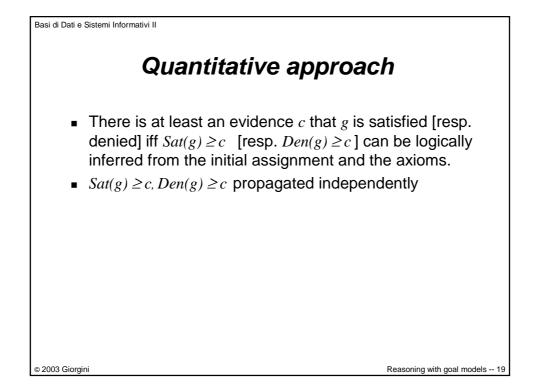




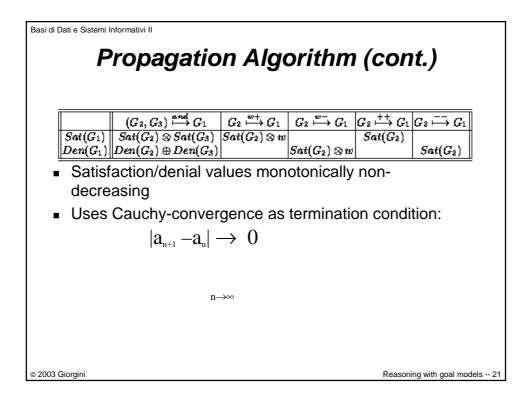


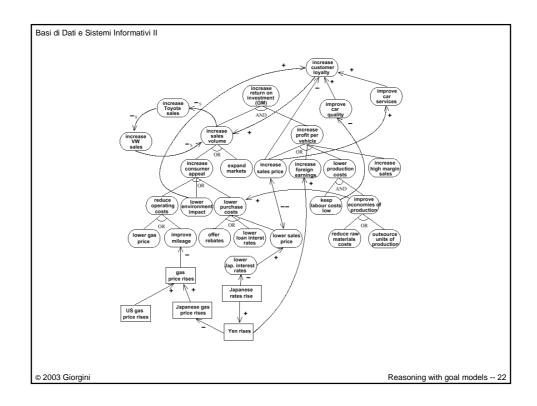


Basi di Dati e Sistemi Informativi II	
	Axiomatization
Goal Relation	Relation Axioms
$(G2,G3) \rightarrow \mathfrak{G}1:$	$(Sat(G2) \ge x \land Sat(G3) \ge y) \rightarrow Sat(G1) \ge (x \otimes y)$ $(Den(G2) \ge x \land Den(G3) \ge y) \rightarrow Den(G1) \ge (x \oplus y)$
$G2 \rightarrow G_{w+S}G_1$ :	$Sat(G2) \ge x \rightarrow Sat(G1) \ge (x \otimes w)$
$G2 \rightarrow G1$ :	$Sat(G2) \ge x \rightarrow Den(G1) \ge (x \otimes w)$
$G2 \rightarrow G^{S}I:$	$Sat(G2) \ge x \rightarrow Sat(G1) \ge x$
$G2 \rightarrow G1$ :	$Sat(G2) \ge x \rightarrow Den(G1) \ge x$
■ or, +D, -D, ++D	D,D dual w.r.t. and, +S, -S, ++S,S
Remark: + and	- relations have a weight w
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di Dati e Sis	Propagation Algorithm
1. 2. 3. 4. 5. 6. 7. 8.	$\begin{aligned} & label\_array\ Label\_Graph(graph \langle \mathbf{G}, \mathbf{R} \rangle, label\_array\ Initail) \\ & Current=Initial; \\ & \mathbf{do} \\ & Old=Current; \\ & \mathbf{for\ each\ } Gi \in \mathbf{G}\ \mathbf{do} \\ & Current[i]=Update\_label(i, \langle \mathbf{G}, \mathbf{R} \rangle, Old); \\ & \mathbf{until\ not\ } (  Current - Old  _{\infty} \leq \varepsilon); \\ & \mathbf{return\ } Current; \end{aligned}$
9. 10. 11. 12. 13.	label Update_label(int i, graph $\langle G, R \rangle$ ,label_array Old) for each $Rj \in R$ s.t. target( $Ri$ )== Gi do satij = Apply_Rules_Sat(Gi, Rj, Old) denij = Apply_Rules_Den(Gi, Rj, Old) return $\langle max(maxj(satij), Old[i].sat), max(maxj(denij), Old[i].den) \rangle$
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Basi di Dati e Sistemi Informativi II

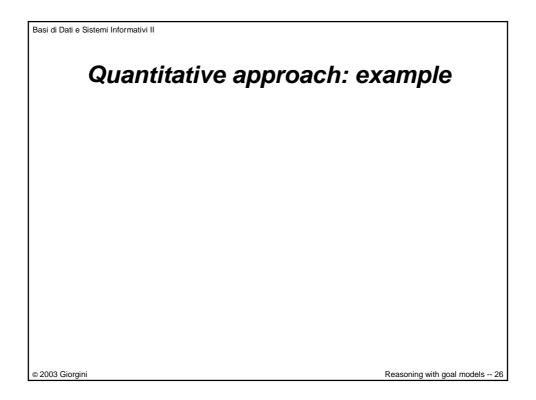
## Qualitative approach: example

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		Ex	:р 1			E	xp 2			Ex	р 3		Exp 4			
Goals/Events	Ir	nit	F	Fin		Init Fin		Init		it Fi		Init		Fin		
	S	D	S	D	S	D	S	D	S	D	S	D	S	D	S	D
increase return on investment (GM)	Ν	Ν	Ν	Р	Ν	N (	Р	Р	N	N	F	Ν	Ν	N	F	Р
increase sales volume	Ν	Ν	F	Ν	Ν	Ν	ł	H	Ν	N	F	Ν	Ν	N	F	Р
increase profit per vehicle	Ν	Ν	Ν	Р	N	Ν	Р	Р	N	Ν	F	N	N	Ν	F	Ν
increase customer appeal	Ν	Ν	F	N	N	Ν	F	N	N	N	F	N	N	N	F	Ν
expand markets	Р	Ν	Р	N	Р	Ν	Р	N	Р	N	Р	Ν	Р	Ν	Р	Ν
increase sales price	Ν	Р	Ν	F	N	Ρ	N	F	N	Р	Ν	F	N	Р	Ν	F
increase foreign earnings	Ν	F	Ν	F	N	F	Р	F	N	F	Р	F	N	F	Р	F
lower production costs	Ν	Ν	Ν	F	N	Ν	N	F	N	Ν	F	Ν	N	N	F	Ν
increase high margin sales	Ν	Р	Ν	Р	N	Р	N	Р	N	Р	Ν	Р	N	Р	N	Р
reduce operating costs	N	Ν	F	N	N	Ν	F	N	N	N	F	Ν	N	N	F	Ν
lower environmental impact	F	Ν	F	Ν	F	Ν	F	N	F	N	F	Ν	F	N	F	Ν
lower purchase costs	N	Ν	F	N	N	Ν	F	N	N	N	F	Ν	N	N	F	N
keep labour costs low	N	F	Ν	F	N	F	N	F	F	N	F	N	F	N	F	Ν
improve economies of production	N	Ν	Ν	N	N	Ν	N	N	N	N	F	Ν	N	N	F	Ν
lower gas price	N	Ν	Ν	N	N	Ν	N	N	N	Ν	Ν	N	N	Ν	N	N
improve mileage	F	Ν	F	Ν	F	Ν	F	N	F	N	F	Ν	F	N	F	Ν
offer rebates	Р	Ν	Ρ	N	Р	Ν	Р	N	Р	N	Ρ	Ν	Р	Ν	Р	Ν
lower loan interest rates	Ν	Ν	Ν	N	N	Ν	N	N	N	Ν	Ν	N	N	Ν	Ν	Ν
lower sales price	F	Ν	F	Ν	F	Ν	F	N	F	N	F	N	F	N	F	N
reduce raw materials costs	Ν	Ν	Ν	N	N	Ν	N	N	F	N	F	Ν	F	N	F	Ν
outsource units of production	Ν	Ν	Ν	Ν	N	Ν	N	N	N	Ν	Ν	Ν	N	Ν	N	Ν
gas price rises	N	Ν	Ν	N	N	Ν	N	N	N	N	Ν	Ν	N	Ν	N	N
lower Japanese interest rates	N	Ν	Ν	N	N	Ν	N	N	N	N	N	Ν	Ν	N	N	N
US gas price rises	N	Ν	Ν	N	N	Ν	N	N	N	N	Ν	Ν	N	N	N	N
Japanese gas price rises	N	Ν	Ν	N	N	Ν	N	Р	N	N	Ν	Р	Ν	N	N	Р
Yen rises	N	N	N	N	F	Ν	F	Ν	F	N	F	Ν	F	N	F	N
lananaga ratag riga	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N	N

Qu	antitative a	approa	ch: example	
[	Goal/Event	Relationship	Goal/Event	
Ī	increase sales volume	0.6_5	increase Toyota sales	
Γ	increase Toyota sales	0.6_ <i>S</i>	increase VW sales	
Γ	increase VW sales	0.6_ <i>S</i>	increase sales volume	
	increase customer loyalty	0.4+	increase sales volume	
[	increase sales prices	0.5	increase customer loyalty	
	increase car quality	0.8+	increase customer loyalty	
	improve car services	0.7+	increase customer loyalty	
	lower environment impact	0.4+	increase customer loyalty	
ſ	increase sales prices	0.3+	improve car services	
Γ	keep labour costs low	0.7	increase car quality	
Γ	improve economies of production	0.8+	lower purchase costs	
Γ	Yen rises	0.8+	increase foreign earnings	
Γ	lower Japanese interest rates	0.4+	lower sales price	
ſ	Japanese rates rises	0.8	lower Japanese interest rates	
ſ	Japanese rates rises	0.6+	Yen rises	
Γ	Yen rises	0.4	Japanese gas price rises	
Γ	Japanese gas price rises	0.6+	gas price rises	
Γ	US gas price rises	0.6+	gas price rises	
ſ	gas price rises	0.8	improve mileage	



		E	хр 1			E>	(p 2			Ex	р 3		
Goals/Events	l	nit	F	-in	Ir	nit	F	in	lr	nit	F	in	
	S	D	S		S	D	S		S	D	S	D	S
increase return on investment (GM)	0.0	0.0	0.0	0.4	0.0	0.0	0.8	0.4	0.0	0.0	0.9	0.0	0.0
increase sales volume	0.0	0.0	1.0	0.0	0.0	0.0	<del>1</del> .9	0.0	0.0	0.0	1.0	0.0	0.0
increase profit per vehicle	0.0	0.0	0.0	0.4	0.0	0.0	0.8	0.4	0.0	0.0	0.9	0.0	0.0
increase customer appeal	0.0	0.0	1.0	0.0	0.0	0.0	1.0	0.0	0.0	0.0	1.0	0.0	0.0
expand markets	0.3	0.0	0.3	0.0	0.3	0.0	0.3	0.0	0.3	0.0	0.3	0.0	0.3
increase sales price	0.0	0.5	0.0	0.8	0.0	0.5	0.0	0.8	0.0	0.5	0.0	0.8	0.0
increase foreign earnings	0.0	0.9	0.0	0.9	0.0	0.9	0.8	0.9	0.0	0.9	0.8	0.9	0.0
lower production costs	0.0	0.0	0.0	0.9	0.0	0.0	0.0	0.9	0.0	0.0	0.6	0.0	0.0
increase high margin sales	0.0	0.6	0.0	0.6	0.0	0.6	0.0	0.6	0.0	0.6	0.0	0.6	0.0
reduce operating costs	0.0	0.0	0.8	0.0	0.0	0.0	0.8	0.0	0.0	0.0	0.8	0.0	0.0
lower environmental impact	0.9	0.0	0.9	0.0	0.9	0.0	0.9	0.0	0.9	0.0	0.9	0.0	0.9
lower purchase costs	0.0	0.0	0.9	0.0	0.0	0.0	0.9	0.0	0.0	0.0	0.9	0.0	0.0
keep labour costs low	0.0	0.9	0.0	0.9	0.0	0.9	0.0	0.9	0.9	0.0	0.9	0.0	0.9
improve economies of production	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7	0.0	0.0
lower gas price	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
improve mileage	0.8	0.0	0.8	0.0	0.8	0.0	0.8	0.0	0.8	0.0	0.8	0.0	0.8
offer rebates	0.3	0.0	0.3	0.0	0.3	0.0	0.3	0.0	0.3	0.0	0.3	0.0	0.3
lower loan interest rates	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
lower sales price	0.8	0.0	0.8	0.0	0.8	0.0	0.8	0.0	0.8	0.0	0.8	0.0	0.8
reduce raw materials costs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.7	0.0	0.7	0.0	0.7
outsource units of production	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
gas price rises	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
lower Japanese interest rates	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
US gas price rises	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Japanese gas price rises	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4	0.0	0.0	0.0	0.4	0.0
Yen rises	0.0	0.0	0.0	0.0	1.0	0.0	1.0	0.0	1.0	0.0	1.0	0.0	1.0

