

DELPHI method EXERCISE

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What will be the key factors that will influence WBC's organic market development in next 5 years?

- Write down your thoughts in form of statements on paper
- Don't consult or discuss their ideas with others.
- 5 minutes

Sharing ideas

- Each group facilitator records each statement on a flip chart
- No debate about items at this stage
- Participants are encouraged to write down any new ideas that may arise from what others share.
- 15 minutes

Group discussion

- verbal explanation or further details about any of the ideas that colleagues have produced that may not be clear
- each person is allowed to contribute and that discussion of all ideas is thorough without spending too long on a single idea
- NO judgment and criticism.
- the group may suggest new items for discussion and combine items into categories, but no ideas should be eliminated.
- 10 minutes

Voting and ranking

- Strongly disagree 1
- Disagree 2
- Nor agree nor disagree 3
- Agree 4
- Strongly agree 5