

# "Just give me the process to follow..."



**Execution**: carrying out a process without much thinking or judgment.

"Unencumbered by the thought process."

• A computer executes a program.

**Enactment**: carrying out a process with understanding of each step and using the process as a guide.

"If the map and the terrain don't match, trust the terrain."

Thanks to Click & Clack, The CarTalk Guys on National Public Radio.

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### That's different! That's crazy!



"We should do something when people say it is crazy. If people say something is 'good,' it means someone else is already doing it."

» Hajime Mitarai, president, Canon

Peters, Thomas J. The Circle of Innovation, You Can't Shrink Your Way To Greatness. Vintage Books. New York, NY, 1997.

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### **Orphans Preferred!**



"Wanted: Young, skinny, wiry fellows not over 18. Must be expert riders willing to risk death daily. Orphans preferred. Wages \$25 per week."

- Pony Express advertisement, 1860.

McConnell, Steve. After the Gold Rush. Microsoft Press. 1999.

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### Anything changed in over 140 years?



"We realize the skills, intellect and personality we seek are rare, and our compensation plan reflects that. In return we expect TOTAL AND ABSOLUTE COMMITMENT to project success—overcoming all obstacles to create applications on time and within budget."

- Software Developer Advertisement, Seattle Times, 1995.

McConnell, Steve. After the Gold Rush. Microsoft Press. 1999.

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#### What are the lessons of a disaster?



What do you know to be *important* but are *unable* to measure?

- Back in October of 1707 it was **longitude**
- Longitude: How far east or west you are?
  - ✓ Guessing average speed, or dropping a log over the side of the boat and measuring time of travel from bow to stern.
- Admiral Clowdisley Shovell misjudged longitude.
  - 4 warships and 2,000 lives were lost

Buckingham, Marcus, Curt Coffman. First, Break All The Rules. Simon & Schuster. NY, NY. 1999.

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# What is Your Software Development Performance?



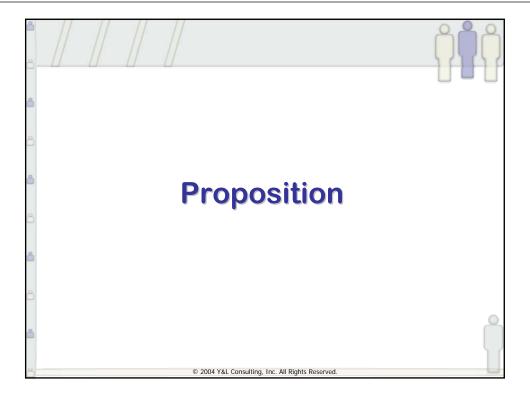
Have you been thinking about it before?

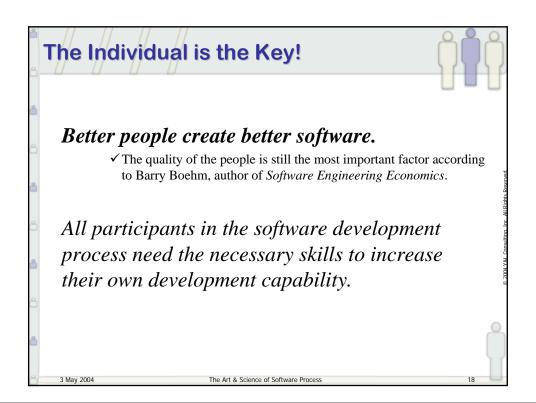
• Do you know your "batting average?"

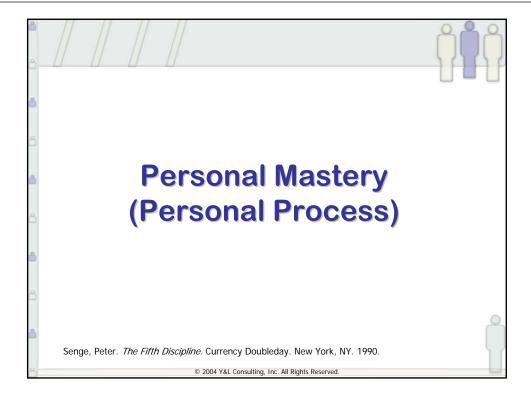
Software Development Performance is the complexity of all activities that an individual or team does in order to create software.

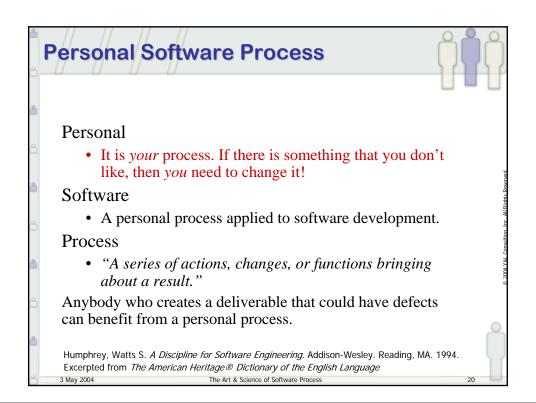
An **understanding** of your performance is the basis of making good estimates.

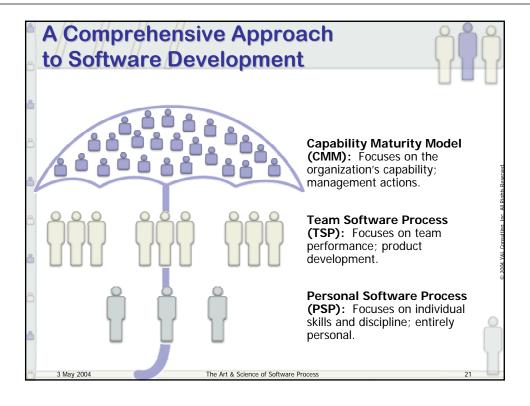
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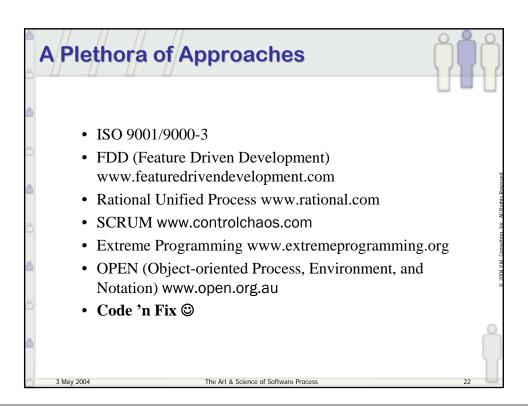












# **DISTINCT ... OR EXTINCT!**

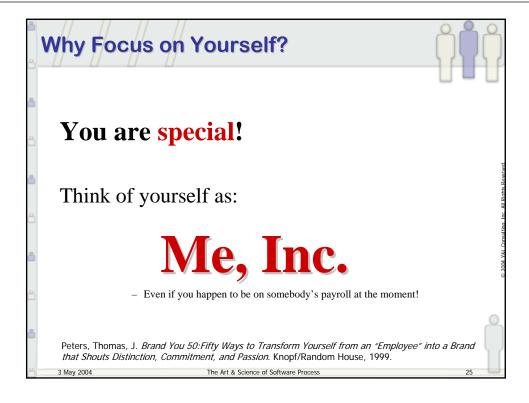
"If there is nothing very special about your work, no matter how hard you apply yourself, you won't get noticed and that increasingly means you won't get paid much, either."

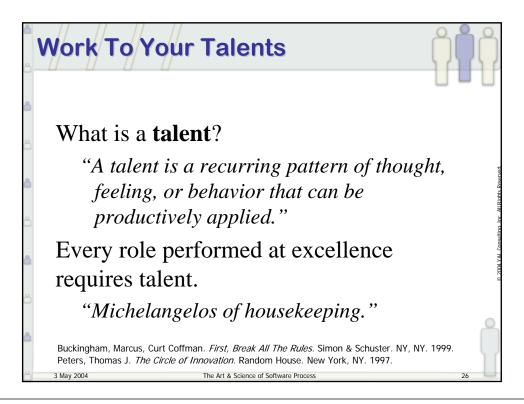
Michael Goldhaber, Wired

# **LOW PRODUCTIVITY KILLS!**

"However low its wages, a business [...] is unlikely to survive, let alone prosper, unless it measures up to the standards set by the leaders in its field, anyplace in the world."

Peter F. Drucker





### **Make Non-Talents Irrelevant**



"People don't change that much. Don't waste time trying to put in what was left out. Try to draw out what was left in. That is hard enough."

— wisdom from great managers

Team up people with complimentary talents.

Buckingham, Marcus, Curt Coffman. First, Break All The Rules. Simon & Schuster. NY, NY. 1999.

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# The 21st Century Capital Assets



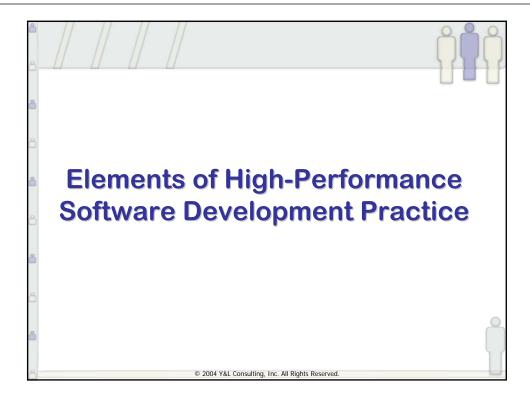
The Century of the Knowledge Worker!

"The most valuable asset of a 21<sup>st</sup>-century institution, whether business or non-business, will be its *knowledge workers* and their *productivity*."

- Peter F. Drucker

Drucker, Peter F. Management Challenges for the 21st Century. HarpberBusiness. NY, NY. 1999.

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# **Defined Process**



A process is defined if it is:

- Written down;
- Has enough detail that it can be enacted repeatedly producing the same or very similar outcome.

A process must be defined for any measurement to be meaningful.

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### **Planning**



#### Why?

- The plan is the basis of commitments.
- To be successful you must be able to make commitments that you can meet—at a profit.

### What is a plan?

• It is the amount of work that needs to be done to achieve the desired outcome.

#### How?

• Plan in detail. Task length: 45-90 minutes.

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### **Planning Caveats**



"You can be sure our plan was perfect. It's just our **assumptions** were wrong."

- Ken Olsen, 1991 (founder and president of DEC for 35 years)

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### **Prototyping Culture**



"At Sony the mean time to prototype is an astonishing five days. Competitors take several months, at best, to do the same."

Peters, Thomas J. The Circle of Innovation. Random House. New York, NY. 1997.

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### Research vs. Development



#### Research

- Inventing something new, that has never existed.
- It can only be time limited.

### **Development**

• Use existing technology, or implement an invention.

✓ Can be planned & scheduled; it has been done before.

Library research and learning can be planned.

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#### Context



#### What is context?

 Everything that is said, done, drawn, or written during the software development process.

### How much context do you need?

• Just enough to always know where you are with the work and to know what to do next.

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### **Effective On-Task Time (EOT)**



The time <u>effectively</u> spent on project work.

#### Doesn't include:

- Reading email (usually even if it is project related)
- Meetings (except well-defined project meetings)
- Lunch time, breaks, phone conversations, etc.

### Measure your EOT per week.

- Best organizations in the world get 20+ hrs/week.
- You may only get about 3-5 hrs/wk the first week. You should get up to 15 hrs/wk in a few weeks.

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#### **Estimation**



Size (e.g. KLOC for code): estimate only this!

• Calculate time, schedule, & defects based on size.

Time (project hours)

- Calculate time based on past productivity data.
- Estimate productivity if past data is not available.

Schedule (map project hours to calendar days)

• Schedule is the time available for project work.

Defects (e.g. Defects / KLOC)

• Estimate defects using past defect injection data.

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### **Quality Planning**



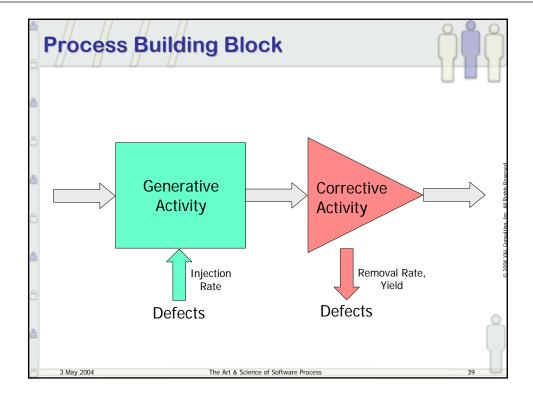
You must change your process to change your results!

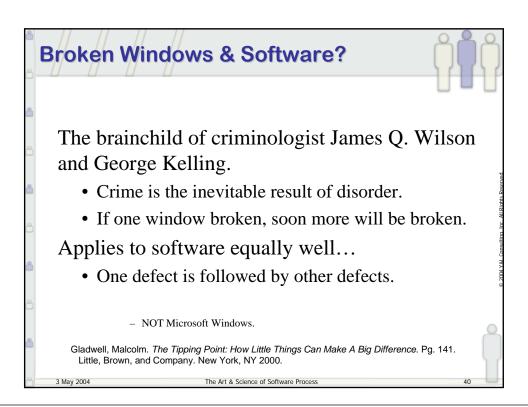
✓ What is insanity? Doing the same thing over and over and expecting a different result!

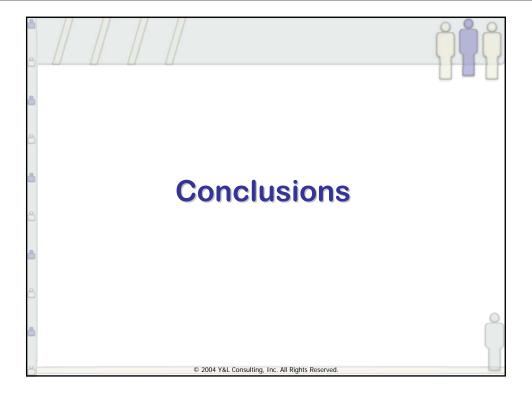
You know that you will put the defects in, might as well plan to remove them.

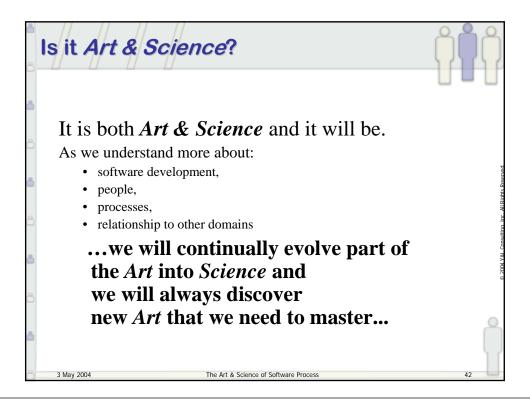
Understand what it really takes to do things!

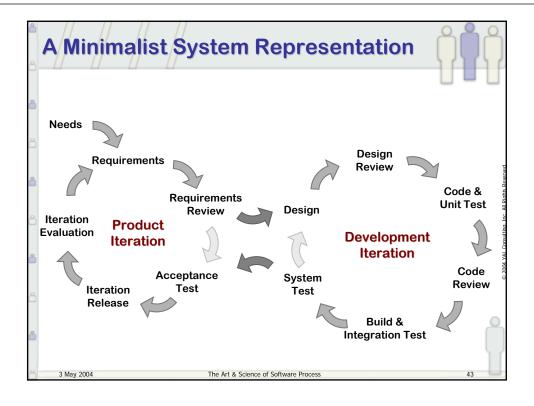
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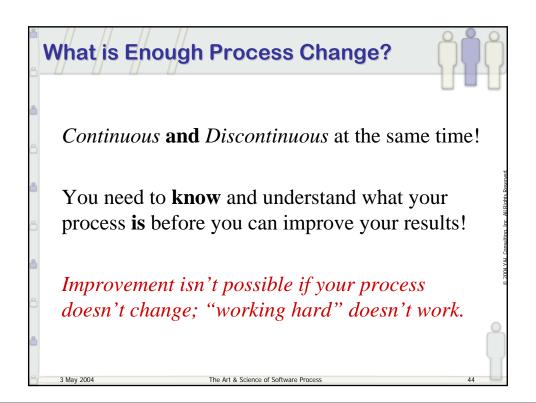












# Your Theories (Assumptions) Lead You



# What you do depends on your thinking!

Getting more desirable results means you have to change the way you *think* and *act*.

It is better if you know your performance then if somebody else does.

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### The Stockdale Paradox



Retain faith that you will prevail in the end, regardless of the difficulties.

AND at the same time

Confront the most brutal facts of your current reality, whatever they might be.

Collins, Jim. Good to Great. Harper Business. NY, NY. 2001.

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### **Closing Quote**



This above all: to thine ownself be true,
And it must follow, as the night the day,
Thou canst not then be false to any man.
Farewell: my blessing season this in thee!

- Polonius in Hamlet by William Shakespeare

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### Thank You!



#### **Contact Information**

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For a software development reading list please visit: <a href="http://pseng.net/reading/">http://pseng.net/reading/</a>

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