

Quality On Time

How to deliver the right results at the right time, no excuses needed

Instructor:

Niels Malotaux

Is this workshop for you?

This workshop is intended for Developers, Architects, Product Owners, Scrum Masters, (Project) Managers, and QA people who find it important to deliver Quality On Time: the right results at the right time, no excuses needed. Management because they're *responsible* for the result. All others because they *determine* the result.

We will study and exercise techniques how to continuously improve our effectiveness and efficiency, how to predict what we will have done when and taking the consequence, solving the discipline problem, exploiting our intuition mechanism, continuously balancing priorities, keeping focus, coping with differences in disciplines and cultures, adopting a Zero-Defect attitude and preventing any stakeholder's complaints. Are you already doing all these things and do you think you are already very effective and efficient? That's what other people thought before they found out otherwise.

Projects using this approach deliver significantly faster than other projects. Even faster and better value than most Agile teams.

You can immediately start using the techniques, with immediate results, as has been proven in numerous cases. It works well for individuals as well as teams. Architects, designers, and Product Owners can very efficiently make sure the team does the right things *before* they're going to spend the time, rather than *afterwards* seeing it wasn't exactly what they meant. This prevents a lot of waste, and hence saves a lot of time. Managers will very efficiently see what the team is doing and that they can trust the team.

At the end of this workshop I'll ask you "Can you afford not to use these techniques?" You'll know the answer.

What others achieved

- A Dutch space project delivered 1 day early, rather than their usual one year late, saving 40 man-year
- An UK project delivered 1 year late by ignoring this advice, 70 man-year wasted
- A project in the US saved 5 months (20 man-year), winning the company's Team Excellence Award for being fastest time-to-market at the highest quality in more than 10 years

What others thought

- **R&D manager (Ireland):** Niels' Quality On Time approach is "deceptively simple" (which it is).
- **Developer (Netherlands):** I have never before absorbed so much information in such a short time. Normally such talks drain my energy. This time however, I felt energized!
- **Systems Engineer (Israel):** This is practical stuff we can start using immediately. I've heard many presentations, but this one was absolutely the best.
- **Scrum team (UK):** At the start of the day: "We are doing Scrum, therefore we are already very efficient and successful. Why do we have to listen to this?" At the end of the day: "Wow! Thanks! This is powerful! We'll quickly be much more successful and more efficient!" (which they became).
- **Satellite Communications engineer (Japan):** First I worked 60 hr a week. Now I work 40 hr a week, doing *more*, and having a family life.

Preparation:

Please read and prepare carefully. The better you prepare, the more you will learn.

Write down:

- The top-3 stakeholders of your current work or project (Who is waiting for it?)
- The top-3 real requirements for your current work or project (What are they waiting for?)
- How much value improvement the stakeholders expect (3 or 7?)
- Any deadlines? (No deadlines: it will take longer)

- What you and your team should and can have achieved in the coming 10 weeks
(Will you succeed? If yes: great. If not: what could you do about it? - Failure is not an option!)
- What you think you should and can do *the coming week* to achieve what you're supposed to achieve
(Don't plan what you shouldn't or cannot do - By the end of the week everything will be done)
- What value you will have delivered by the end of the week and how to prove it
- Any issues you expect with the above or otherwise with your work or project

If you find it difficult to write these things down, this workshop is even more important for you. If you come out of the workshop with any change in what you wrote down, this will allow you to work more on more important things, and less on less important things. Better focus on what really is important immediately saves time. The time you spent coming to this workshop can be regained quickly by applying the techniques you can learn. This may convince your boss to allow you to attend this workshop. Perhaps he'll even come with you.

About the Speaker: Niels Malotaux

Niels Malotaux is an independent international Project Coach and expert in optimizing organizational, project and team performance, with almost 50-year experience in designing electronic and software systems at Philips, and leading an electronic systems design company. Since 1998 he helps projects to deliver Quality on Time: delivering the Right Results at the Right Time. Niels effectively teaches Evolutionary Project Management Methods, Requirements Engineering, Review and Inspection techniques, Reliable Embedded Systems Design, and how to achieve Zero Defects. Since 2001 he taught and coached well over 400 teams in 40+ organizations in the Netherlands, Belgium, China, Germany, Ireland, India, Israel, Japan, Poland, Romania, South Africa, the UK and the US, which led to a wealth of experience in which approaches work better and which work less well in practice.