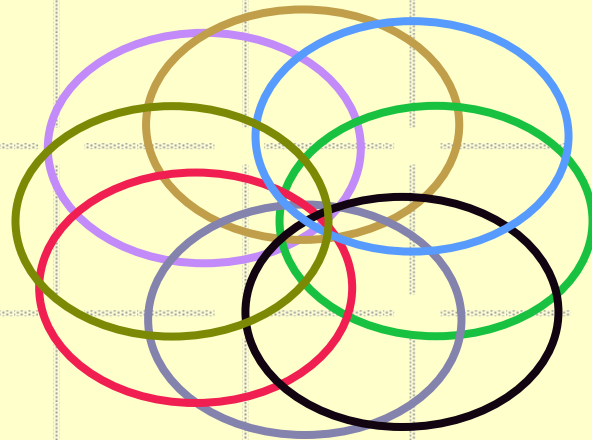


SASQAG \$99 Day Workshop

The Social Psychology Of Improving Software Testing Processes Where You Work




Presented by **Cordell Vail, cste csbs**

28 July 2006 – Honeywell Learning Center. Redmond, WA

The reason most people never
find a 4 leaf clover is that
they never look for one.
Life is a lot like that.

Cordell Vail







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PLEASE OPEN YOUR
BAG OF TRICKS NOW



Like the things in your bag of tricks....
sometimes the things we learn are very
valuable but not useful in the situation
that we are in.



You will notice that every thing in your bag could be very valuable in the right situation, but not one thing in that bag would likely be useful during this presentation.




Often knowledge we gain at seminars
is that way.

Or at least it is perceived to be
unusable by Management and fellow
employees when we get back to work.



THE POWER OF INFLUENCE

The concepts for this presentation were born out of frustration from going to seminars and national conferences but having no way to impart that knowledge to fellow employees or management upon return to work.



To impart new knowledge
you have to have


INFLUENCE!



To gain influence you

have to

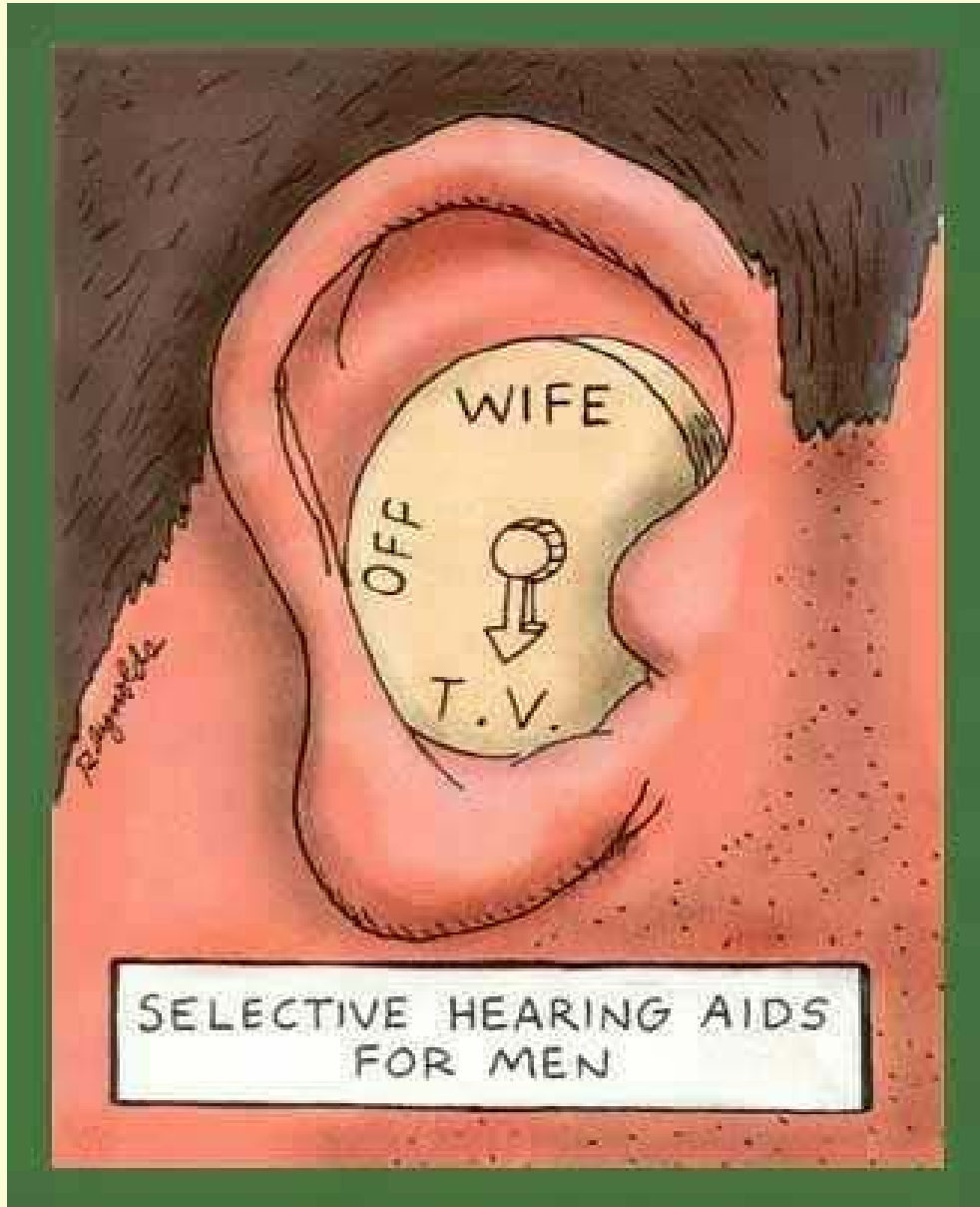
**BUILD
RELATIONSHIPS!**




**Building relationships
is as much a key element
in successful software
testing as finding bugs.**




**This presentation is
about how to gain
INFLUENCE**





**This presentation is about
using the power of self
improvement to gain**

INFLUENCE!



This presentation is about building relationships







This presentation is about making communications an art form




This presentation is about conflict resolution




**This presentation is
about learning how
to bloom where you
are planted**

- 
- You will learn how you can have a very big influence on your entire company.
 - You will learn how one individual can help improve all the testing processes where you work.



**You will learn that individuals
can make a difference.**



***You will be able to use
the principles of this
workshop in every part
of your life.***



TODAY'S SCHEDULE:

Registration

8:30 – 9:00 Registration, Continental Breakfast and Networking with others

Personal Development: From A Test Engineer's Perspective

09:00 – 10:00 Session #1

10:00 – 10:20 Group Exercise – Achieving your ambitions!

10:20 – 10:30 10 minute break

A Sunrise In Your Testing Career: 11 Keys To Increasing Your Value At Work

10:30 – 11:30 Session #2

11:30 – 12:00 Group Exercise – How to!

LUNCH

12:00 – 01:00

The Art Of Developing Relationships: 15 Keys For Conflict Resolution

01:00 – 02:00 Session #3

02:00 – 02:20 Group Exercise – Leaning relationship problem solving skills


02:20 – 02:30 10 minute break

Improving The Testing Process Where You Work: Individuals Can Make A Difference

02:30 – 03:30 Session #4

03:30 – 03:50 Group Exercise - How to make this work at “WORK”

03:50 – 04:00 Review - Home Work Assignments



**Only dreams believed
become dreams achieved**

-Nagesh



SESSION #1

Personal Development:

A Test Engineer's Perspective



SESSION #2

11 Keys to Increasing Your Value At Work:

A Sunrise In Your Testing Career



SESSION #3

15 Keys For Conflict Resolution:

The Art of Developing Relationships



SESSION #4

The 8 Keys to Maturing the Testing Process Where You Work:

Your Ability to Change the Enterprise



How can you do that?

Plan, then do!



TODAY'S GOAL

Session 1

Session 2

Session 3

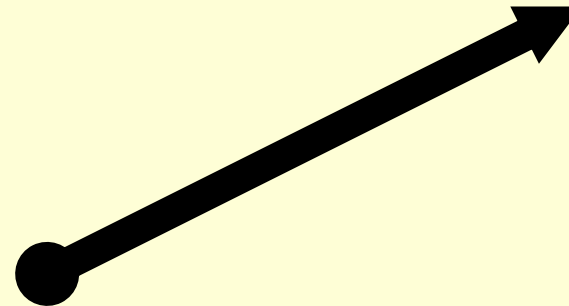
Session 4

Personal

Team

**Conflict
Resolution**

Enterprise



**End goal for today
is to help you learn how
to make a difference at work**



Session 1

Session 2

Session 3

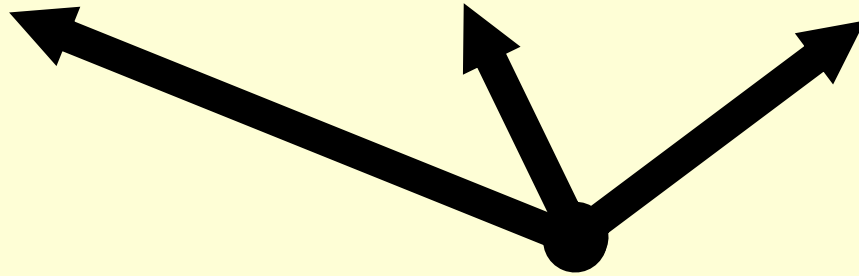
Session 4

Personal

Team

**Conflict
Resolution**

Enterprise



To do that, you have to learn steps 1, 2, and 3

**If you keep doing what you have been doing
you will keep getting what you've been getting**

**Most people will find these principles
will apply to more areas of you life
than just work!**

