

avanscoperta

Progredire

Un passo alla volta

LEARNING TO SEE OBSTACLES AS OPPORTUNITIES

WHAT WE DO



workshop



consulenza



training on-site



keynote

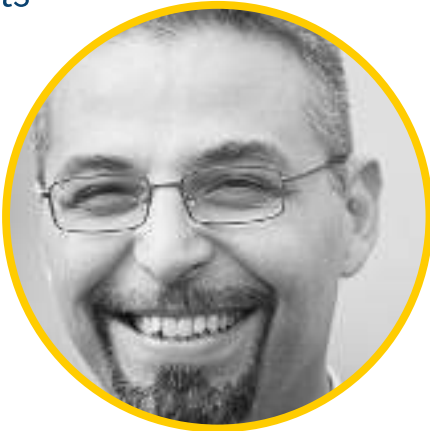
WHO WE ARE

italian trainers and consultants



WHO WE ARE

italian trainers and consultants



WHO WE ARE

worldwide trainers



UPCOMING EVENTS

WORKSHOP

Bologna
3 ottobre 2016



PLATFORM DESIGN WORKSHOP

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UPCOMING EVENTS

WORKSHOP

Bologna

4 - 5 ottobre 2016



UPCOMING EVENTS

WORKSHOP

Bologna

17 - 18 ottobre 2016



UPCOMING EVENTS

WORKSHOP

Bologna
18 ottobre 2016



Problems
& observations

Options

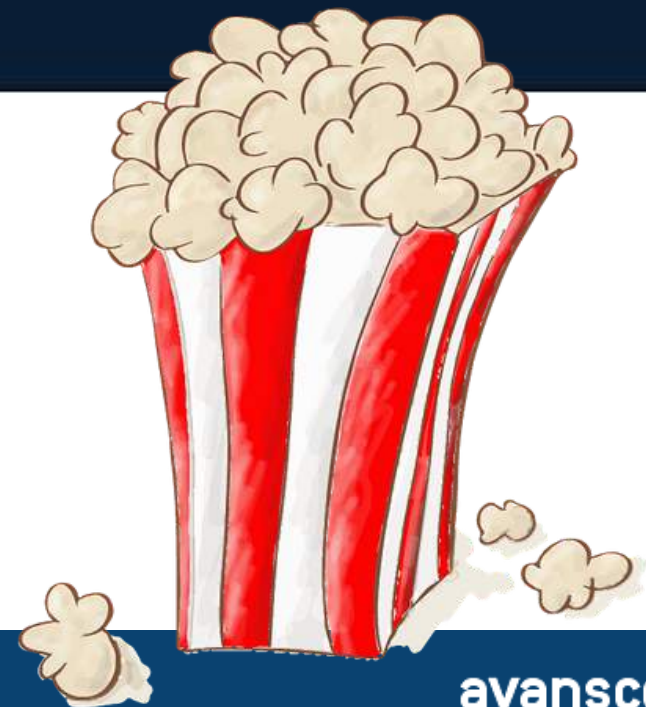
Possible
experiments

Committed

Ongoing

Revue

Next



POPCORN FLOW WORKSHOP

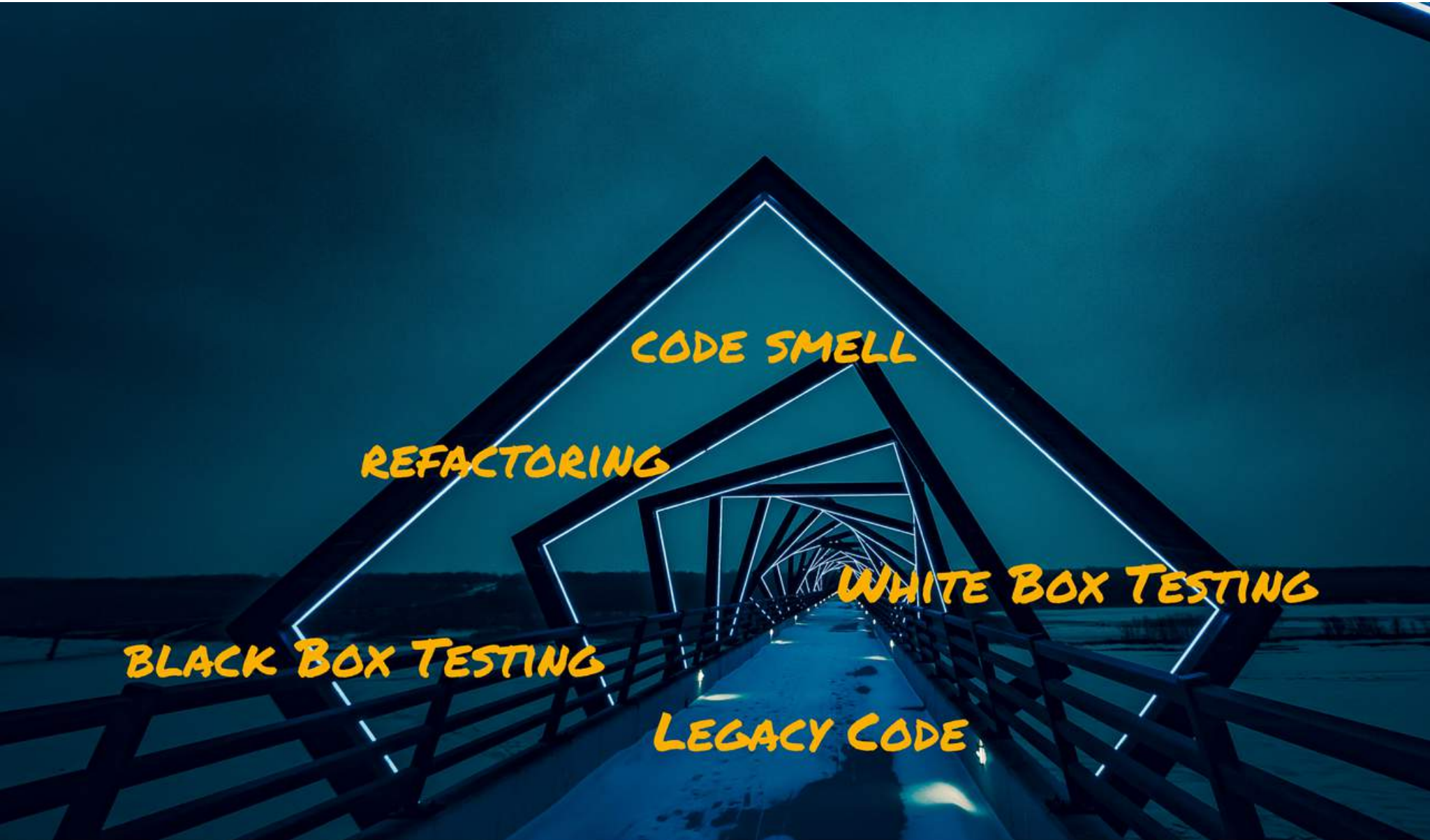
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UPCOMING EVENTS

WORKSHOP

Brescia

24 - 25 novembre 2016



CODE SMELL

REFACTORING

WHITE BOX TESTING

BLACK BOX TESTING

LEGACY CODE

UPCOMING EVENTS

WORKSHOP

Genova

12 - 13 - 14 dicembre 2016

A JOURNEY INTO **DOMAIN-DRIVEN DESIGN** @ziobrando

INSTEAD OF A LARGE ENTERPRISE MODEL WHAT ABOUT MANY SYMBIOTIC COOPERATIVE MODELS?

SOFTWARE DEVELOPMENT IS A **LEARNING PROCESS**
WORKING CODE IS A **SIDE EFFECT**

DOESN'T HAPPEN UNDER PRESSURE
HARD TO ESTIMATE
NEEDS SAFETY
NEEDS FEEDBACK LOOPS
NEEDS REAL DOMAIN EXPERTS

MOST OF SOFTWARE DEVELOPMENT IS NOT OPTIMIZED FOR LEARNING.

UNFORTUNATELY, THEY LIVE IN SHOPS AND THEIR KNOWLEDGE IS NOT ABSOLUTE

SHINY TALKING WITH GUY DOESN'T WORK → **EMULS SPOILING**

FIRST ROUND: BIG PICTURE
LEARNING, RISKS & GOALS

EXPLORE THE **CONFLICTS**

CONVERSATION BOONDER
MASSIVE LEARNING
EXPOSING RISKS
HIGHLIGHTING THE PROBLEMS WORTH SOLVING

OFTEN LOOKING LIKE **BOFFLEWECKS**
"THE GOAL" by Eliyahu Goldratt

KEEP SIZE **SMALL**
BETTER ECOSYSTEM
USE **USUAL LANGUAGE**

DE... MORE PRECISELY
CODING
LEARNING
DECIDING
WRITING

IN SIDE PROJECTS THE LEARNING COMPONENT IS DOMINANT
CODE SOTBALL

THIS IS WHERE A DIFFERENT APPROACH PAYS OFF

SAVOR & TUMORS

BOUNDED CONTEXT
This is where a sophisticated modeling can happen.

LOOK! PRIVATE DB.

CONSISTENT UNBIBLIOUS LANGUAGE INSIDE THE BUBBLE

TRANSLATION AT THE BOUNDARIES

AGGREGATES AS UNIT OF CONSISTENCY

EVERY ARCHITECTURE USES THEM

NOT THE BEST DECISION IF WE DON'T CHALLENGE CONSISTENCY FIRST

By the Blue Book

APPLICATION LAYER

NEEDS
• FACTORY TO CREATE AN AGGREGATE
• EXPOSITORY TO FILL AND SAVE THEM
• MUTATORS TO CHANGE THE STATE

By the Red Book

COMMAND HANDLER

EVENT

ACTOR MODEL

EVENT SOURCING

My Favorite Heuristic

- PLAN/EXECUTION
- DEATH/SIGNAL/OFF
- ESTIMATED/ACTUAL

ESTABLISH SAFETY

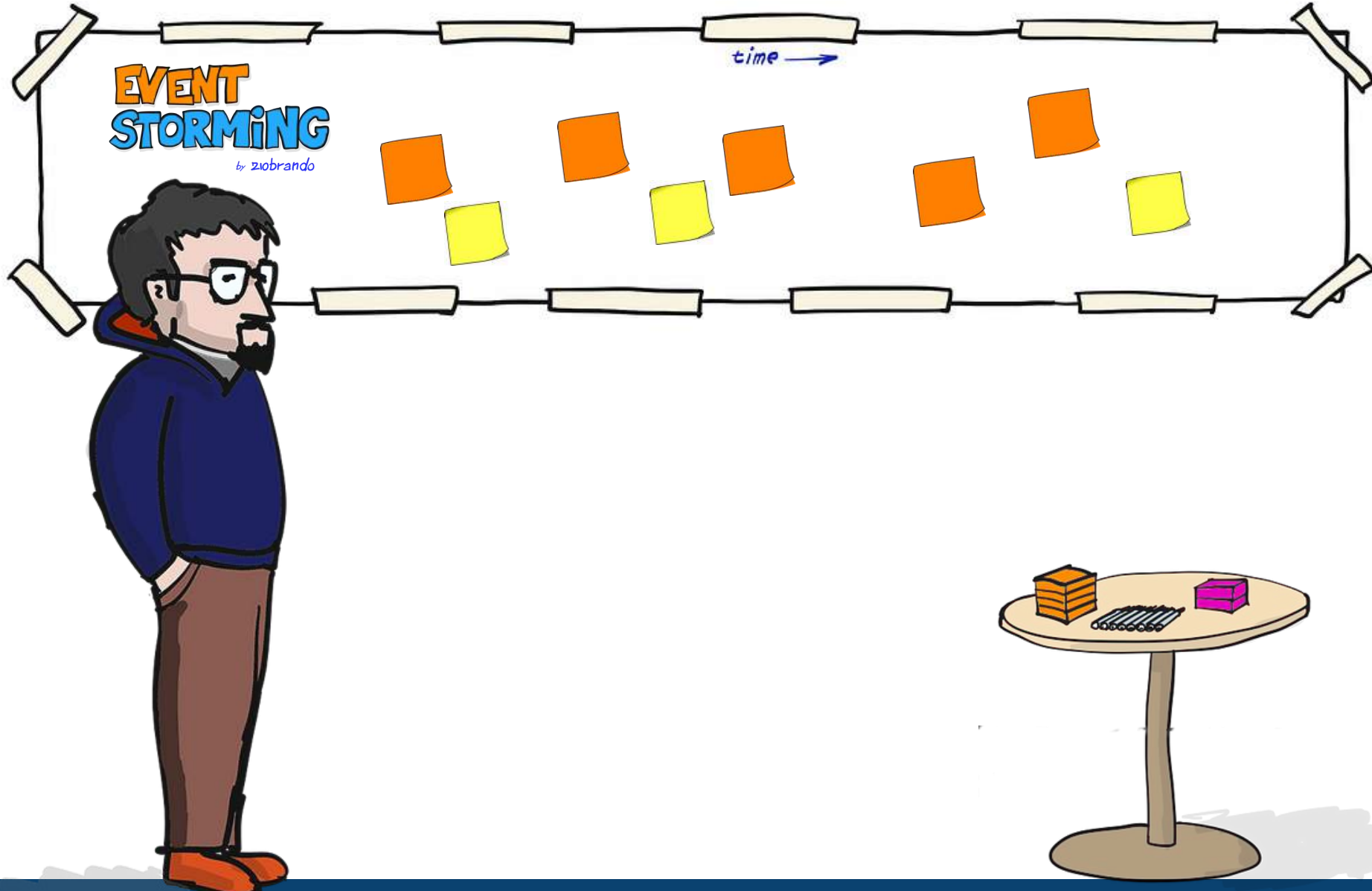
DELIVER VALUE
GAIN TRUST
CONFIDENCE

MAY the FORCE be with YOU

UPCOMING EVENTS

WORKSHOP

Bologna
23 gennaio 2017



UPCOMING EVENTS

WORKSHOP

Bologna
9-10 febbraio 2017

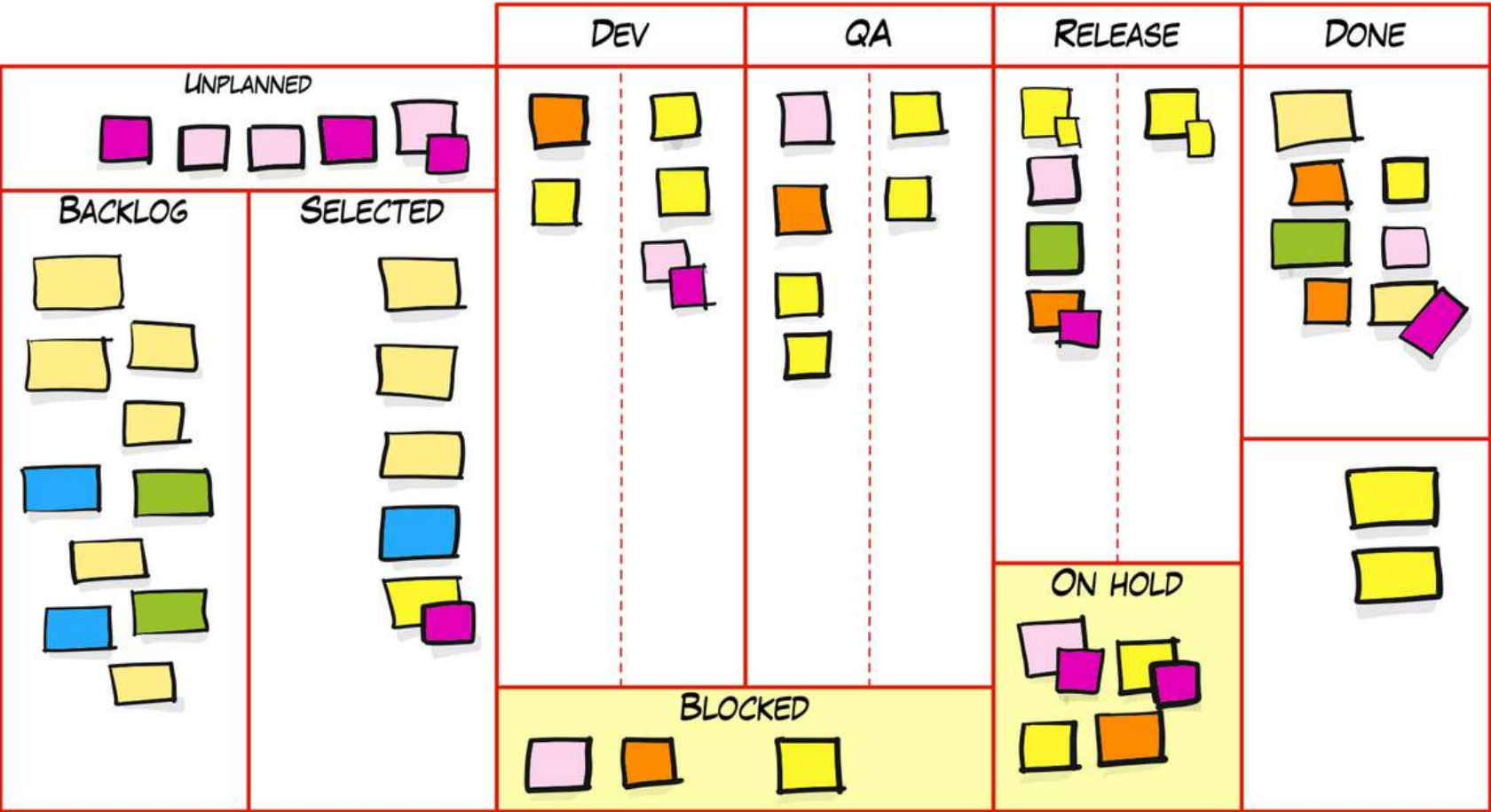


UPCOMING EVENTS

WORKSHOP

Bologna

15 - 16 - 17 febbraio 2017



UPCOMING EVENTS

WORKSHOP

Milano
marzo 2017

AGILE CONTRACTS

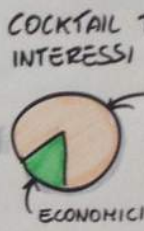
With
JACOPO
ROMEI

- NEGOTIATION
- LE PERSONE
- PROBLEMI
- INTERESSI
- POSIZIONI
- OPZIONI PER
- BENEFICIO
- OGGETTIVI
- NELL'ACCORDO



LO RISOLVERO' FACENDO CONCESSIONI

HOW DO WE SPLIT AN ORANGE?



- INTERESSI COMUNI
- INTERESSI NON CONTRADDISTI

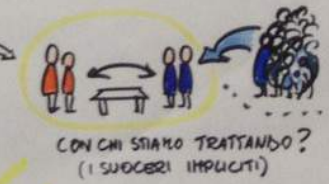
PERCHE' SI?
PERCHE' NO?

NON RISOLVERO' I PROBLEMI PERSONALI FACENDO CONCESSIONI



NO BLAME GAME

ALIBI
DO LA COLPA A TE
MA RINUNCIO A LAVORARE SU TE



LA NEGOZIAZIONE E' GIA' COMINCIATA DA MOLTO

Siete disposti a mettervi nei loro panni?

DOPO CHE L'HAI CAZZIATO HAI GIA' PERSO



POSSIAMO CONCEDERLO ALL' AVVERSAARIO, MA NON A NOI



SOFT ON PEOPLE
HARD ON PROBLEM

REPUTATION

RISCHIO CONCESSIONI

LISTEN ACTIVELY
CI SONO UN SACCO DI INDIZI VERBALI DEL MODO IN CUI LE PERSONE MODELLANO IL PROBLEMA

METTERE ALL'ANGOLO

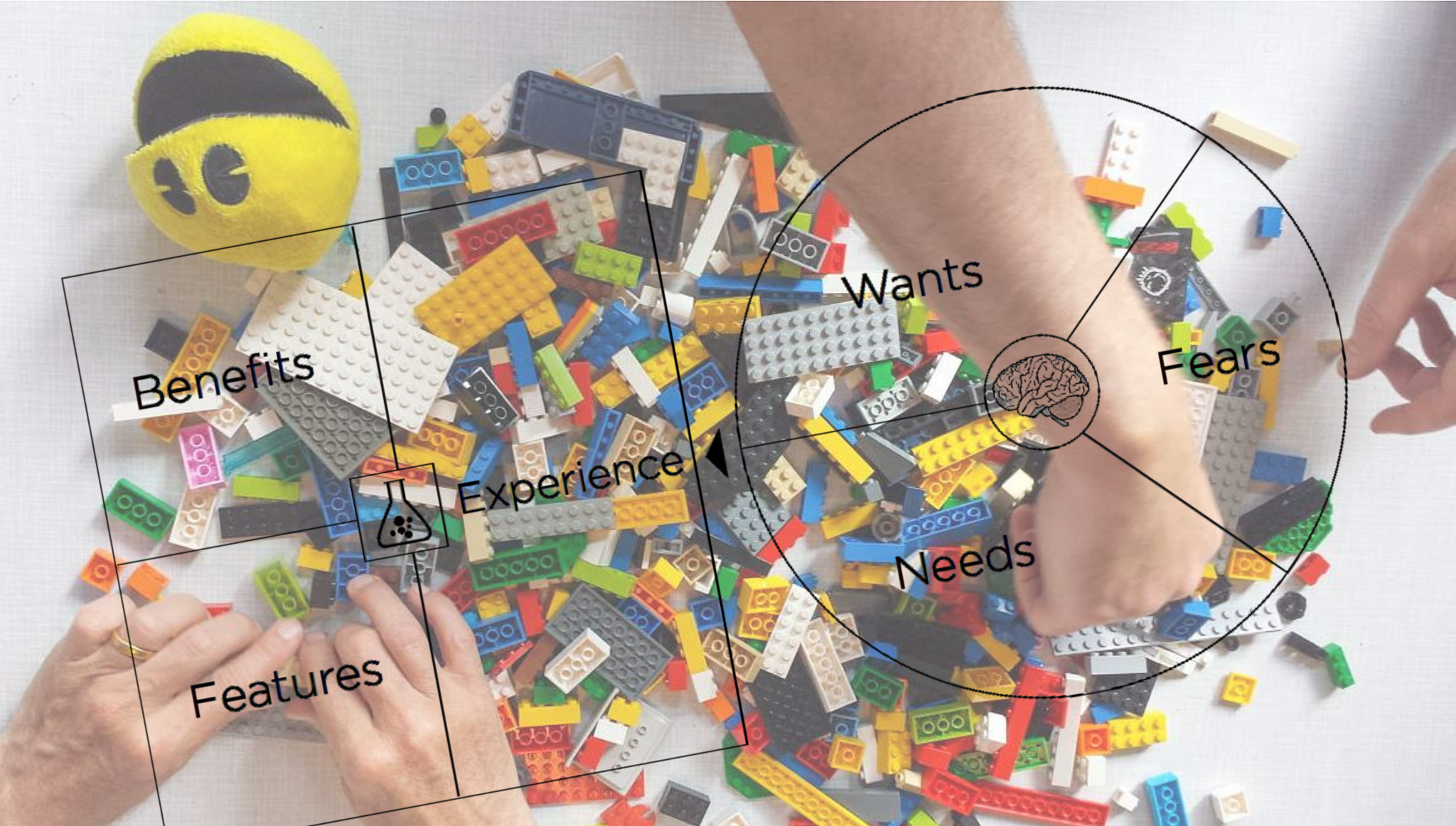
OPTIONS

GIOCHI A SOMMA ZERO

UPCOMING EVENTS

WORKSHOP

Milano
marzo 2017



UPCOMING EVENTS

WORKSHOP

Pavia
aprile 2017



SCUOLA XP: A SCUOLA DI SVILUPPO SOFTWARE

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UPCOMING EVENTS

WORKSHOP

Bologna
maggio 2017



PRATICHE DI CONTINUOUS INTEGRATION

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PAST EVENTS



PAST EVENTS



PAST EVENTS



Contextual Consistency
Create and share a clear vision
Establish guiding principles
Requires strong, consistent leadership



PAST EVENTS



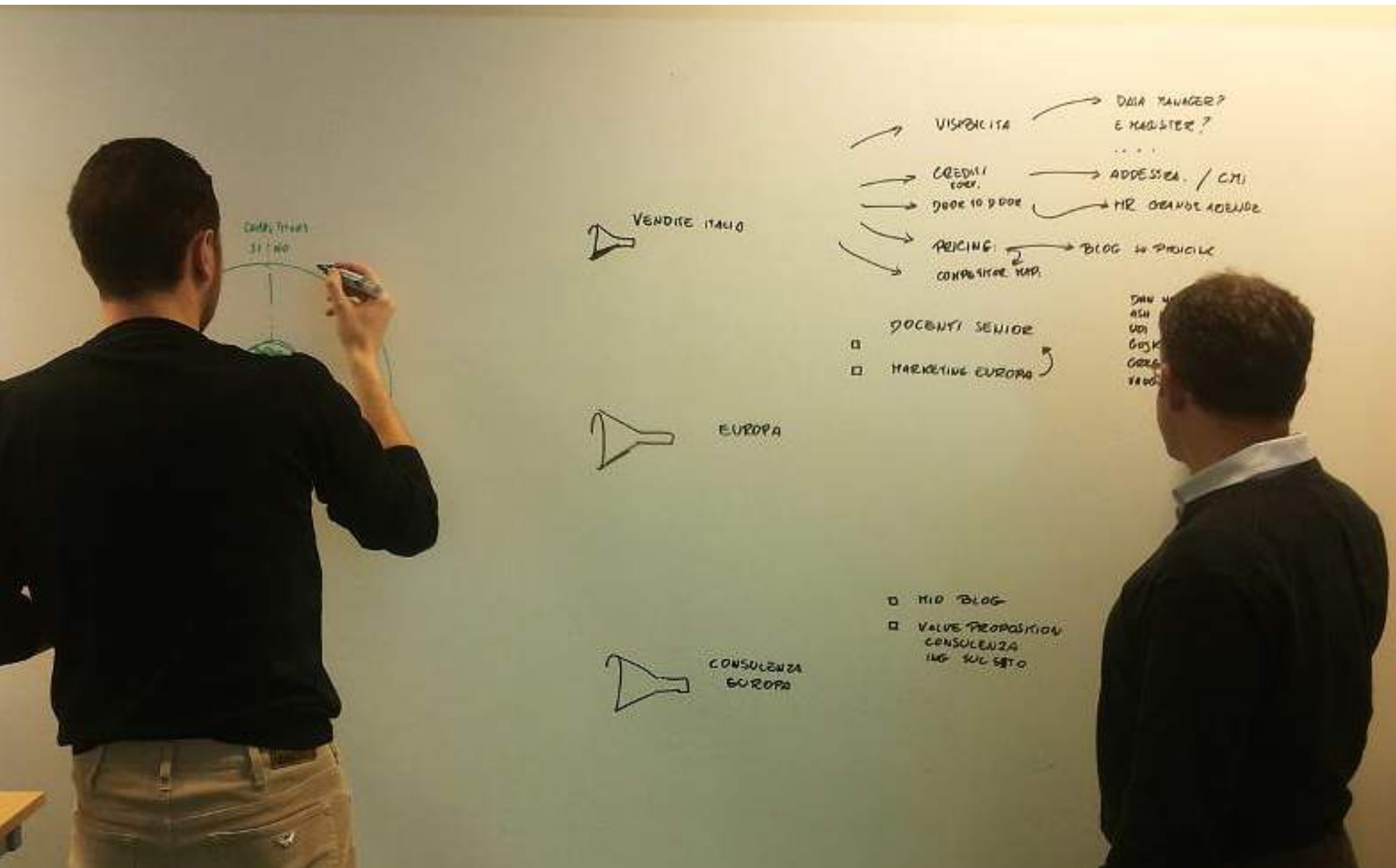
VITA DA UFFICIO

IL TEAM AVANSCOPERTA



VITA DA UFFICIO

IL TEAM AVANSCOPERTA



CARTE TRACIA
31/1/10

VENDITE ITALIA



- DOCENTI SENIOR
- MARKETING EUROPA

DIV M
ASH
VON
GOSK
GORE
TRAD

EUROPA

- MID BLOG
- VALUE PROPOSITION
CONSULENZA
ING SUL SETTO

CONSULENZA
EUROPA

VITA DA UFFICIO

IL TEAM AVANSCOPERTA



VITA DA UFFICIO

IL TEAM AVANSCOPERTA



VITA DA UFFICIO

IL TEAM AVANSCOPERTA



Google

Invita altri

In attesa che le persone partecipino a questa videochiamata...

Condividi il link permanente. Aggiungi ai segnalibri e torna quando vuoi.

https://plus.google.com/hangouts/_/calendar/ZmFiaW8uZmFiYnJ1Y2NpQGdtYWIsLmNvbQ.spnk11a

Mentre aspetti... Slack Draw

ORIGINALE



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