

shopping Cart

Map < Book, Integer > items

Map size? map.get!

Hersh truths Every software Engineer Needs to hear (B90)

Junior - Senior took 8-9 months manager level promotion - 1 year

3-4x faster than the industry standard

What the reason

- a) Communication
- b) Marketing

- Oral Communication
- Written Communication

• The Most critical thing to improving communication skills is

① - Understanding who you are talking to.

Are they looking for - You need to know who you are communicating with.
- evidence base
- logic base
- emotional base
What kind of person are they?

② Explain as simple as possible (keeping things simple)

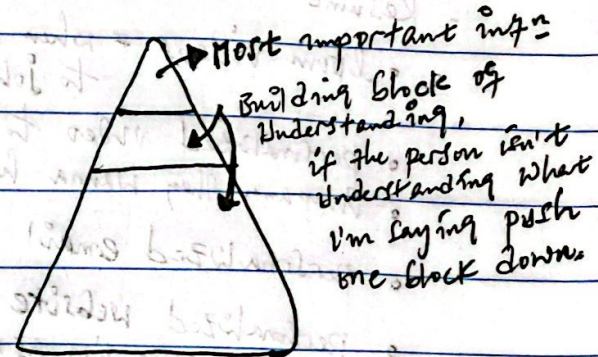
Think of pseudocode, communication is the same.

Break down to multiple components

Whenever you are sending an email to SB, clearly state in that email what you are asking for.

- The ask:

write the ask of the mail here



- Summary of meeting

- Summarizing everything you talked about.
- Action items you took away from that.

1. You'll be an authority

2. You'll communicate efficiently

- If you've a good communication skill

- You'll be the strongest link on any team.

- Critical mtn broker

Marketing

- has nothing to do with your technical skills.
- Resume
 - loom videos when applying to jobs
 - personalized video to the company they wanna hire for?
 - personalized email
 - personalized website who you as well + technical skills

The number one thing you need to show people

- who you are as a person overall.

Be the engine Not the wheel.

Non-technical technical

Every problem can be solved with the aid of human being



Communication

- Going in person!

How long are you in town for?

lets go get a cup of coffee.

Around the city there's a really good spot that I know, I just wanna take 5 minutes of your time to hack your brain to really get to understand the position better.

- Create business card

- They are looking for somebody who will take things in their own hands. And do what nobody else is doing!

- At the end of the day

It's who you know that makes what you know valuable

- In person influences
- let me try to treat you a coffee

- I do nobody else is willing to do and I am willing to think outside of the box to get to what I want.

- crush the competition