



# It is not so bad, after all

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# 2N

Adam Piotrowski

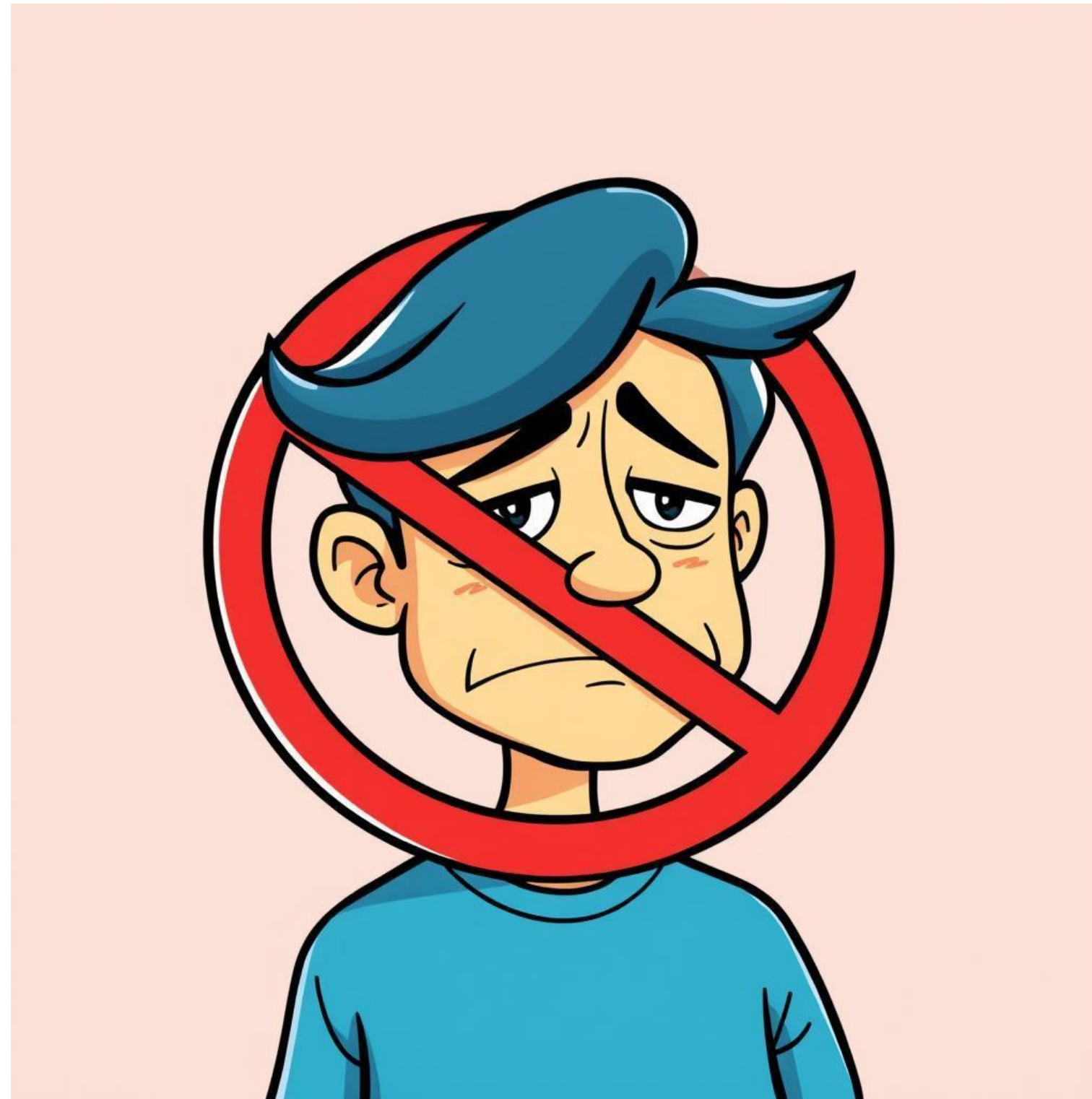
# What is that presentation not about

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# What is that presentation about

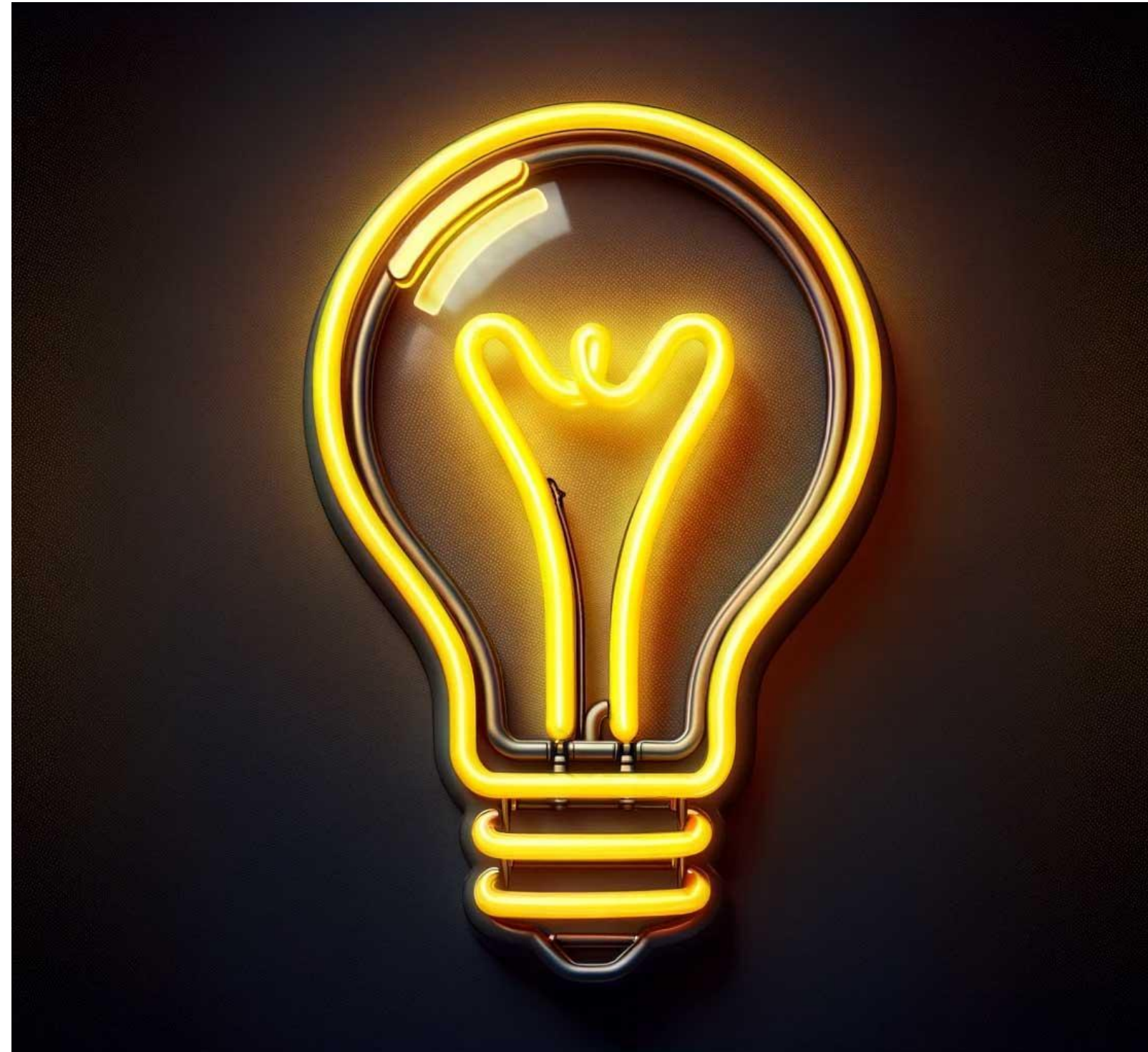
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# What is that presentation about

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# Adam Piotrowski / Sarin

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- 2N IT CEO



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- wroclowe.rb, programistok, brug, rails girls, brug for beginners, ruby on lakes, nerds on lakes organizer



- 2N IT CEO
- wroclowe.rb, programistok, brug, rails girls, brug for beginners, ruby on lakes, nerds on lakes organizer
- speaker at dozens of meetups



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- 15 y.o. professional exp
- involved in more than 60 projects (on different levels) and around 100-200 recruitment processes (from different companies)



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- not so hype-driven anymore

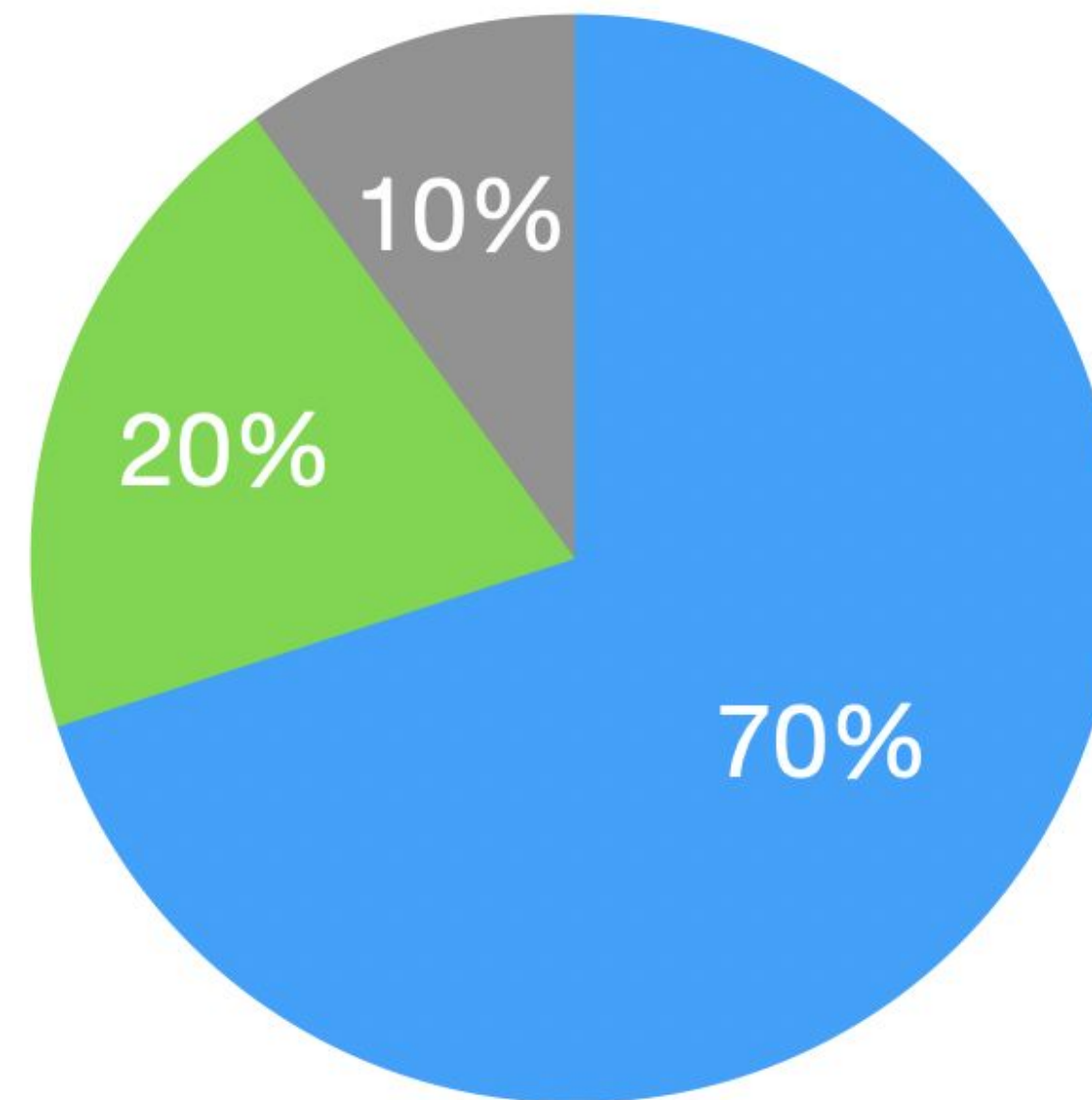


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- speaker at dozens of meetups
- network & fuckup stories enjoyer
- 15 y.o. exp
- involved in more than 60 projects and around 100-200 recruitment processes
- not so hype-driven anymore
- ergo: no more ashamed of making mistakes until i learn on them (but prefer to learn on mistakes of other people - so eager to hear your stories )

# Schedule



● Heheszing      ● Reflection / thoughts      ● Realization sadness of the universe





# Case 1: fucking thief

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# Case 1: fucking thief - thoughts

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- use referrals

# Case 1: fucking thief - thoughts

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- use referrals
- pair program

# Case 1: fucking thief - thoughts

---



- use referrals
- pair program
- be transparent about issues / doubts

# Case 1: fucking thief - thoughts

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- use referrals
- pair program
- be transparent about issues / doubts
- more ideas?



# Case 2: Senior

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„Senior is just a name of the rate”

# Case 2: Senior - thoughts

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- i don't know - that shit went too far

# Case 2: Senior - thoughts

---



- i don't know - that shit went too far
- be the resistance!

# Case 2: Senior - thoughts

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- i don't know - that shit went too far
- be the resistance!
- be vocal about nomenclature

# Case 2: Senior - thoughts

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- propose other than „junior/mid/senior dev”



# Case 2: Senior - thoughts

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- be the resistance!
- be vocal about nomenclature
- propose other than „junior/mid/senior dev”
- any other ideas?

# Case 3: Client „I don't care, handle it"

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# Case 3: Client „I don't care, handle it” - thoughts

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- be assertive

# Case 3: Client „I don't care, handle it” - thoughts

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- be assertive
- propose 3 other solutions and suggest one

# Case 3: Client „I don't care, handle it” - thoughts

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- „There are many fish in this ocean.”



# Case 3: Client „I don't care, handle it” - thoughts

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- be the one who didn't agree on further explosions

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- more signed agreements

# Case 3: Client „I don't care, handle it” - thoughts

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- propose 3 other solutions and suggest one
- „There are many fish in this ocean.”
- be the one who didn't agree on further explosions
- more signed agreements
- any more ideas?

# Case 4: Project handover

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# Case 4: Project handover - thoughts

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- get agenda and participants legend

# Case 4: Project handover - thoughts

---



- get agenda and participants legend
- understand cultural differences



# Case 4: Project handover - thoughts

---



- get agenda and participants legend
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- sometimes just accept it and charge them adequately

# Case 4: Project handover - thoughts

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- and remember: "Rome did not create a great empire by having meetings"

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- and remember: "Rome did not create a great empire by having meetings, they did it by killing all those who opposed them."

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- get agenda and participants legend
- understand cultural differences
- sometimes just accept it and charge them adequately
- don't repeat their mistakes
- and remember: "Rome did not create a great empire by having meetings, they did it by killing all those who opposed them."
- any other thoughts?

# Case 5: Yes sir, whatever you command!

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- understand cultural differences

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- understand cultural differences
- be transparent about risks and doubts  
( before they blows in your team face )



# Case 5: Yes sir, whatever you command!

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- be transparent about risks and doubts
- think about solutions and be proactive

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- understand cultural differences
- be transparent about risks and doubts
- think about solutions and be proactive
- idk, though one, that one was more as a funny one

# Case 5: Yes sir, whatever you command!

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- understand cultural differences
- be transparent about risks and doubts
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- idk, though one
- any other thoughts?

## Case 6: „Money is just a concept.”

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# Case 6: „Money is just a concept.” - thoughts

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- So be proactive - ask questions about income and budget. About how we get money and which feature is bringing us money

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- Care about documentation. Be transparent about lack of it and about risks related to that. Use that example



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- Care about documentation. Be transparent about lack of it and about risks related to that. Use that example or better cause you probably have some ;]
- Consider if you really need cloud. Follow DHH. Google „Why we’re leaving the cloud”.
  - <https://world.hey.com/dhh/we-have-left-the-cloud-251760fb>
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# Case 6: „Money is just a concept.” - thoughts

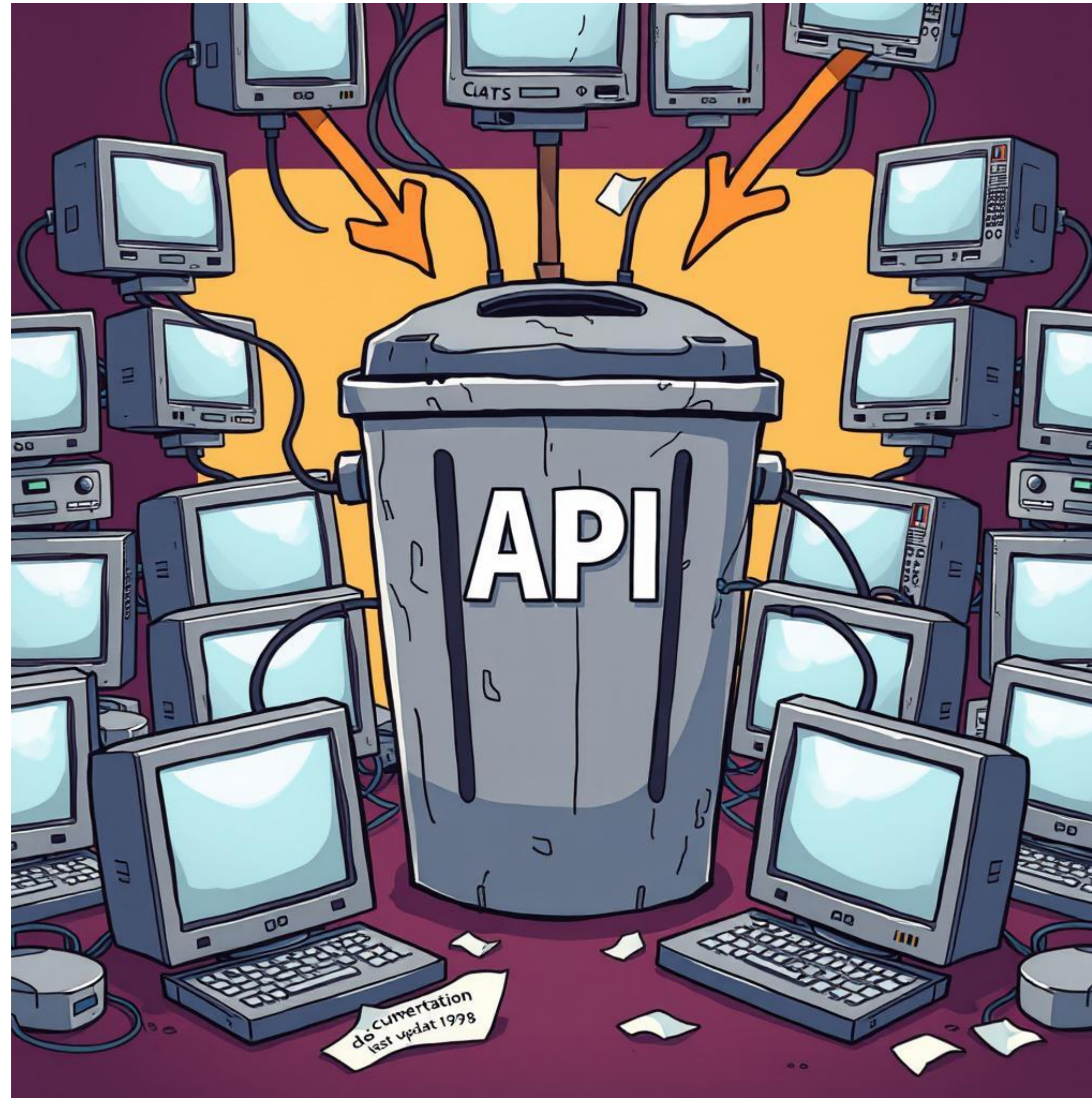
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- Other ideas?



# Case 7: „Gimme fixed price for that integration”



# Case 7: „Gimme fixed price for that integration” - thoughts

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- Explain and discuss risks

# Case 7: „Gimme fixed price for that integration” - thoughts

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- What is the agreement between your client and API vendor? Or what is the market opinion on vendor?



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- What is the agreement between your client and API vendor? Or what is the market opinion on vendor?
- Fixed vs T&M - build trust during previous cooperation (if possible), so you can switch into T&M during integration with external APIs. Both approaches have their pros and cons. Let your client understand which one is better one.

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- API Vendor SLA ?
- Investigate errors clarity at API
- “I was just following orders” (Yea, I know Godwin’s law)





# Gimme more

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