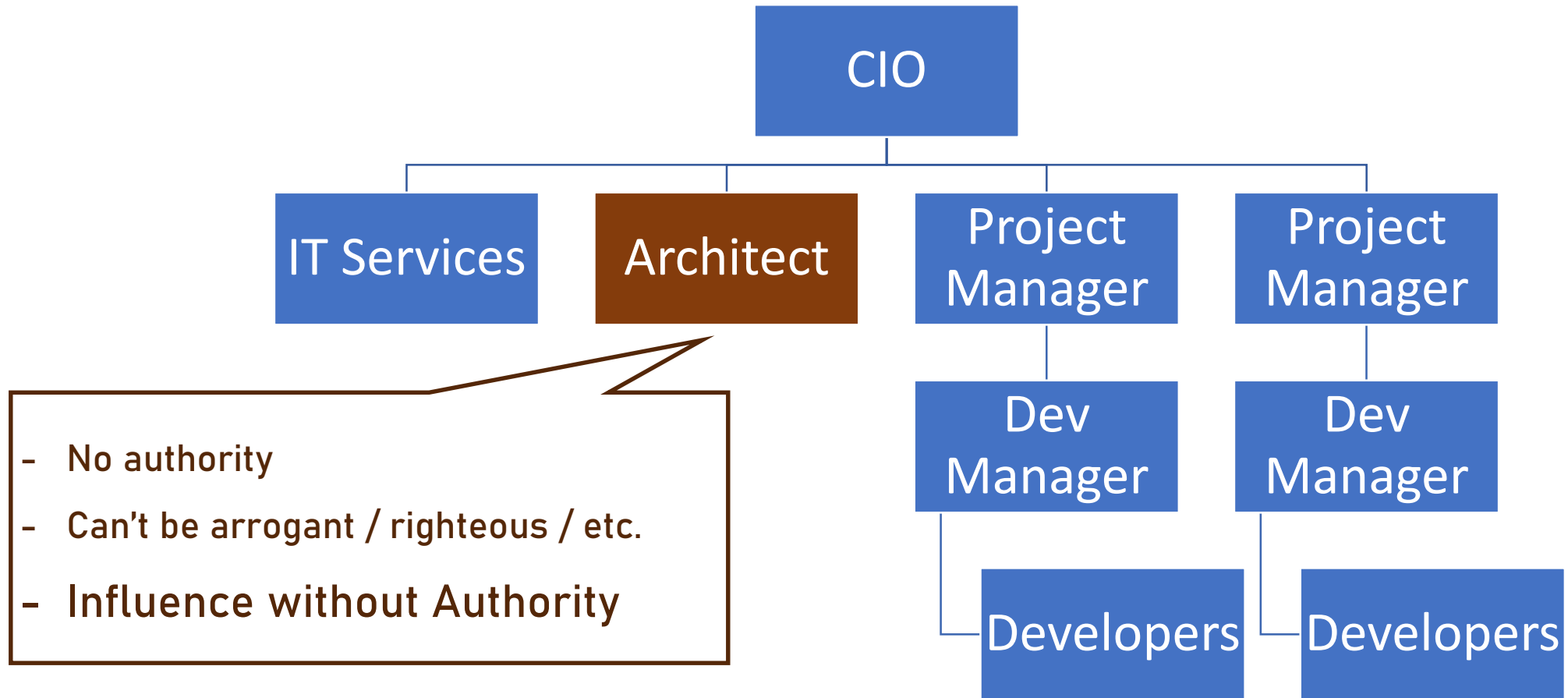


# Soft Skills

Memilavi  
[www.memilavi.com](http://www.memilavi.com)



# The Architect's Position



# Listening







**Always assume you are NOT the  
smartest person in the room**



A high-angle, top-down photograph of a group of people sitting in a circle on a green lawn. Their hands and feet are pressed together in the center of the circle, creating a communal gesture. The people are mostly young adults, and some are wearing colorful beaded bracelets and nail polish. The text "Collective wisdom is always better" is overlaid in a white banner across the middle of the image.

**Collective wisdom is always better**



# Dealing with Criticism



**DON'T** Attack Back



# Reasons for Criticism

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Genuine Questioning



Be professional. Provide facts and logic.

Don't be afraid to say: "I'll check it again"

Mocking You



Don't get offended. Don't Attack back.


Be professional. Provide facts and logic.



# Be Smart, Not Right

**Planen Sie die Jahreszeiten Ihrer Karriere.**

**Planer Sie** Das Gleiche gilt für die Planer, die Karriere. Nehmen wir an, Sie sind 39 Jahre alt und Systemanalytiker in einem größeren Unternehmen. Achten Sie zunächst darauf, dass Ihr Unternehmen in dem harten Wettlauf um die Führung, der im Jahre 2009 beginnt, ganz vorne dabei ist. Wenn nicht, dann stehen Sie vielleicht trotz Wirtschaftsbombard bald auf der Straße. Wenn das Unternehmen den Crash Wirtschaftsbombard ohne Verlust von Marktanteilen überlebt hat, dann ist das 2002 bis 2003 ein gutes Zeichen. Stellen Sie sich als Zweites die Frage, ob das Unternehmen eine Branche angehört, die von der wachsenden Bedeutung der Informationswirtschaft und insbesondere der Branchenführerschaft im kommenden Jahrzehnt profitiert. Können Visionen...



**Q:** *"I think the stateless pattern is useless here. It will hurt the performance, and will make the code much more complex. We should go for stateful here".*

**A:** *"You're Wrong!"*

**Your Goal: Approve the Architecture**

**What kind of response will help get the approval?**




**Tell the CTO he's wrong**



**Risk antagonism**



**Won't get approval**



**Q:** *"I think the stateless pattern is useless here. It will hurt the performance, and will make the code much more complex. We should go for stateful here".*

**A:** *"Yep, that's a great point. We actually had a lot of thinking about this specific issue, and we believe this is the better option. Let's have an offline chat and discuss it in length."*



**Give the CTO a lot of respect**



**Offer a private meeting**



**Avoid a long technical  
discussion**

**Get the approval!**

# Organizational Politics





CIO didn't agree to Micro-  
Services based architecture



**Don't be part of the  
politics!**

Become friends with the future

CIO

Architecture approved!

# Public Speaking





# Architects & Public Speaking

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- Architects have no formal authority, so...
  - Can influence using speaking skills
- Architects take part in a lot of meetings

# Public Speaking Highlights

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Define a clear goal

Know your audience

Be confident

Don't read

Maintain eye contact



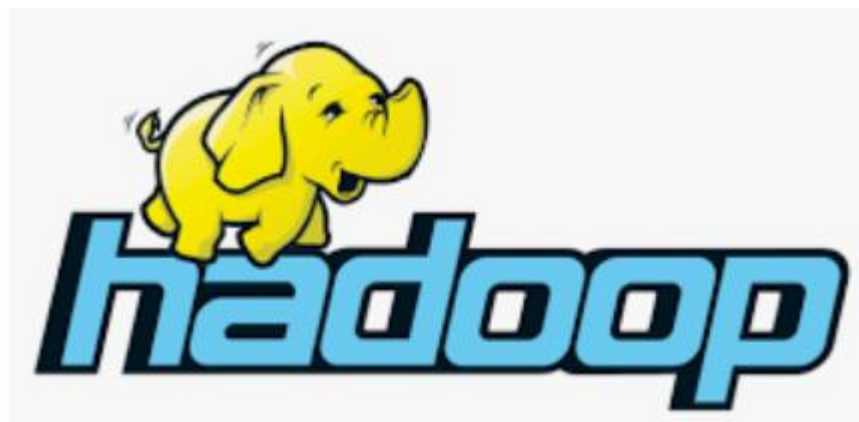
# Learning

A photograph of a grand, multi-story library. The room features high ceilings with ornate chandeliers and wooden bookshelves filled with books. A central arched window with stained glass is visible at the far end of the main aisle. The perspective is from a mezzanine level, looking down into the main reading area. The overall atmosphere is one of quiet study and intellectual pursuit.

*“Always keep learning”*

AMERICA · AFRICA  
ASIA · AUSTRALASIA









**KEEP  
CALM  
AND  
ADAPT  
OR DIE**

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//build/



# Soft Skills Summary

A close-up photograph of two hands shaking in a firm grip. The hands are light-skinned and have short, clean fingernails. They are wearing dark-colored business suits. The background is a blurred office environment with blue tones and some warm light sources, creating a professional and collaborative atmosphere.

**You work with people**