

# The Extra Mile

# Ask yourself:

- Are you an above average developer?
- Is your code clean and well structured?
- Are you constantly improving?

Answered 'Yes' to most of those questions?

Congrats!

You're a Good Developer!

# Give yourself a self-five!



But here's the thing...

Look around you...

...most developers in the room are doing the same

How do you become an amazing developer?

... a developer that is hard to replace...

... one that any company would love to have

... one that stands out.



There's no one answer :(  
but I'll share my secret sauce recipe

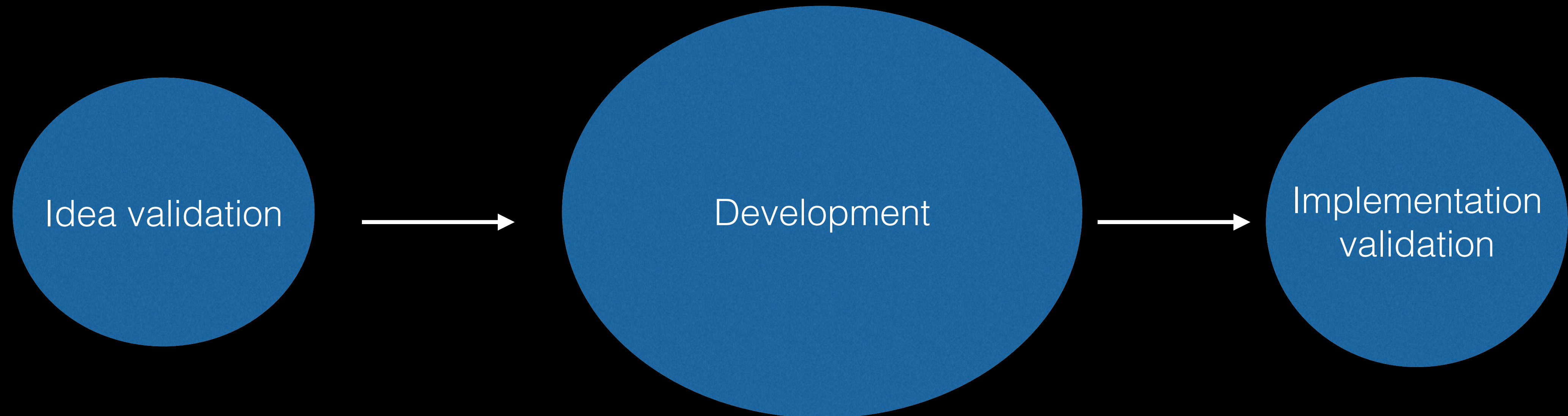


I present you....

# Client Driven Development

... I totally made it up 🤪

What is CDD?



*Demo*

Let's see some Examples

# Example #1

Task: Fix a bug

Problem: Fixing will be a patch on top of multiple patches

Solution: Fix by refactoring





# Example #1

What should you do?

- Time estimate
- Pros of refactoring vs patching
- Consult with your colleagues
- Present to client
- Make it happen. Make it good

# Example #1

What do you achieve?

- Analytical thinking
- You  $\neq$  
- Rational solutions
- Fail = Win 

# Example #2

Task: Implement a new feature

Problem: Proposed concept sucks

OR

Problem: There's a better way

OR

Problem: It can be enhanced

Solution: Express your ideas

# Example #2

What should you do?

- Clearly express your idea
- Consult with your colleagues
- Pitch to client

# Example #2

What do you achieve?

- Your ideas are valuable
- You're not just talk
- Mind training
- Work on your own ideas

# Example #3

**Task:** Implement revolutionary new UI

**Problem:** This idea ... sucks ... BAD!

**Solution:** YOU CONVINCHE HIM THAT IT'S BAD!

# Example #3

What should you do?

- List of why it's BAD.

Note: Don't be 😡

- List of alternatives

- Implement if you fail. A job is a job ٭\_(ツ)\_/

# Example #3

What do you achieve?

- Learn to be a Braveheart!
- Tell client he's wrong
- Client agrees = great win!



It's time for another self-five





# What can you achieve with CDD?

- Build trust with the client
- Orchestrate the project
- Avoid back-and-forth movement of tasks
- Freelance: Retain clients and get recommendations
- Agency: Happy Client = Happy Boss = 💰 for you
- Get rid of the victim mentality

# Pieces of advice

- Speak up!
- Get out of your comfort zone!
- Give a shit!

# Questions?

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