

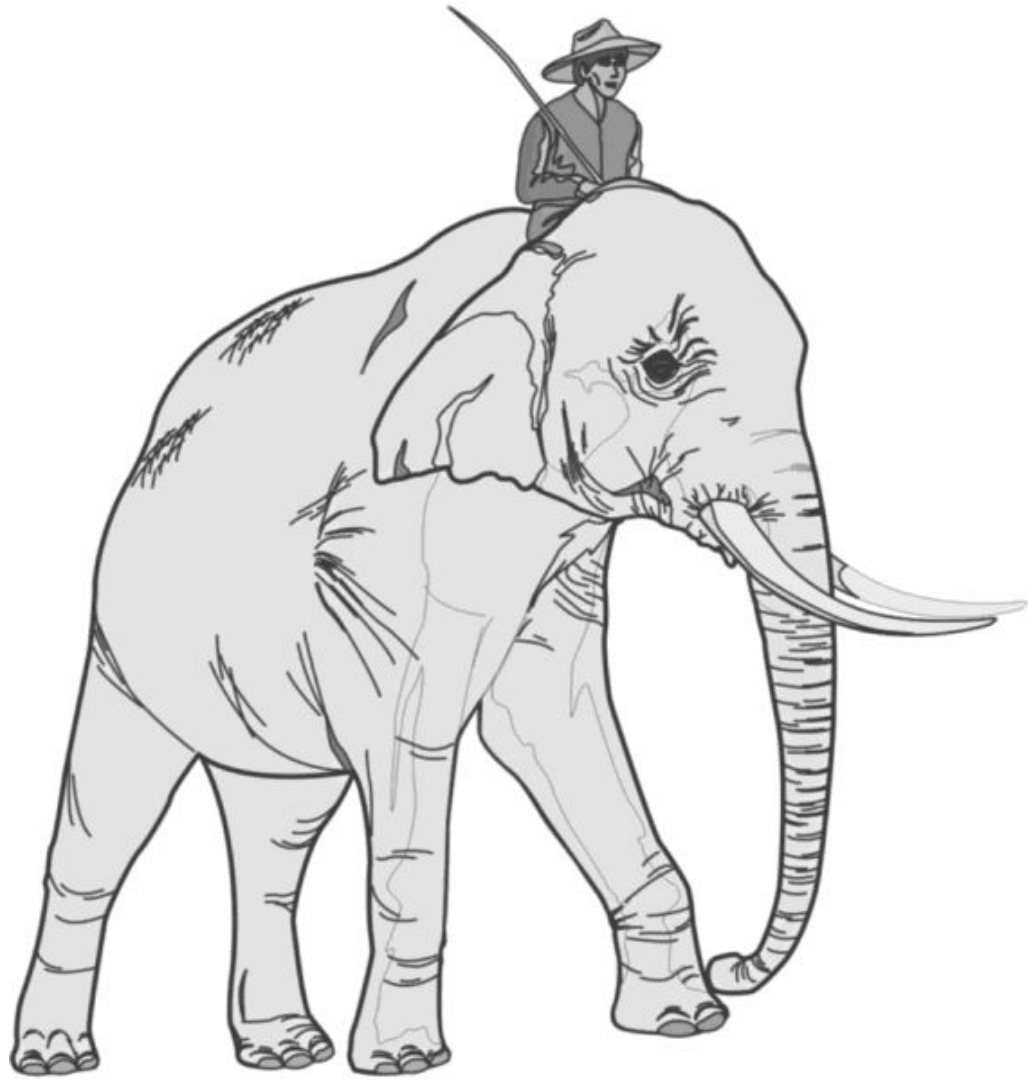
# Core Practices

Palo Alto  
Consulting Skills  
March 2016

# Change Management

# Transformation

I need a volunteer.



# Split into groups

VMWare team: all group up and discuss what you'll want/need to do to bring agile back to Palo Alto

Others: some pairs, and some individuals. What can you bring back to your current project?

Non-VMWare teams

VMWare team



# Selecting collaboration systems

Group: how did that work?

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Solo: what did you miss?

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Group: how did that work?

Solo: what did you miss?

Pairs: why do we pair?

# Selecting communication methods

Tracker

# Selecting communication methods

Tracker

Code

# Selecting communication methods

Tracker

Code

Mockups & Wireframes

# Selecting communication methods

Tracker

Code

Mockups & Wireframes

Email

# Selecting communication methods

Tracker

Code

Mockups & Wireframes

Email

Spreadsheets



# What does Pivotal expect of Labs consultants?

Short & many projects

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Fast ramp-up time

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Short & many projects

Fast ramp-up time

Balanced team

Are we always doing Discovery and Framing?

# Clients might also ask or expect you to:

Staff Augmentation

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Analyze “Complicated Things”

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Represent the Pivotal network of expertise

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Make them look good



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Work in their space

Physical space and just getting unblocked