What Makes a Good Developer?

Increasing Your Value

In a Polyglot World

Eric Lynn
DeltaPoint Solutions
@deltapoint

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What Has Always Been True

Flexibility

With the ability to focus

Communication

That is customer-centric

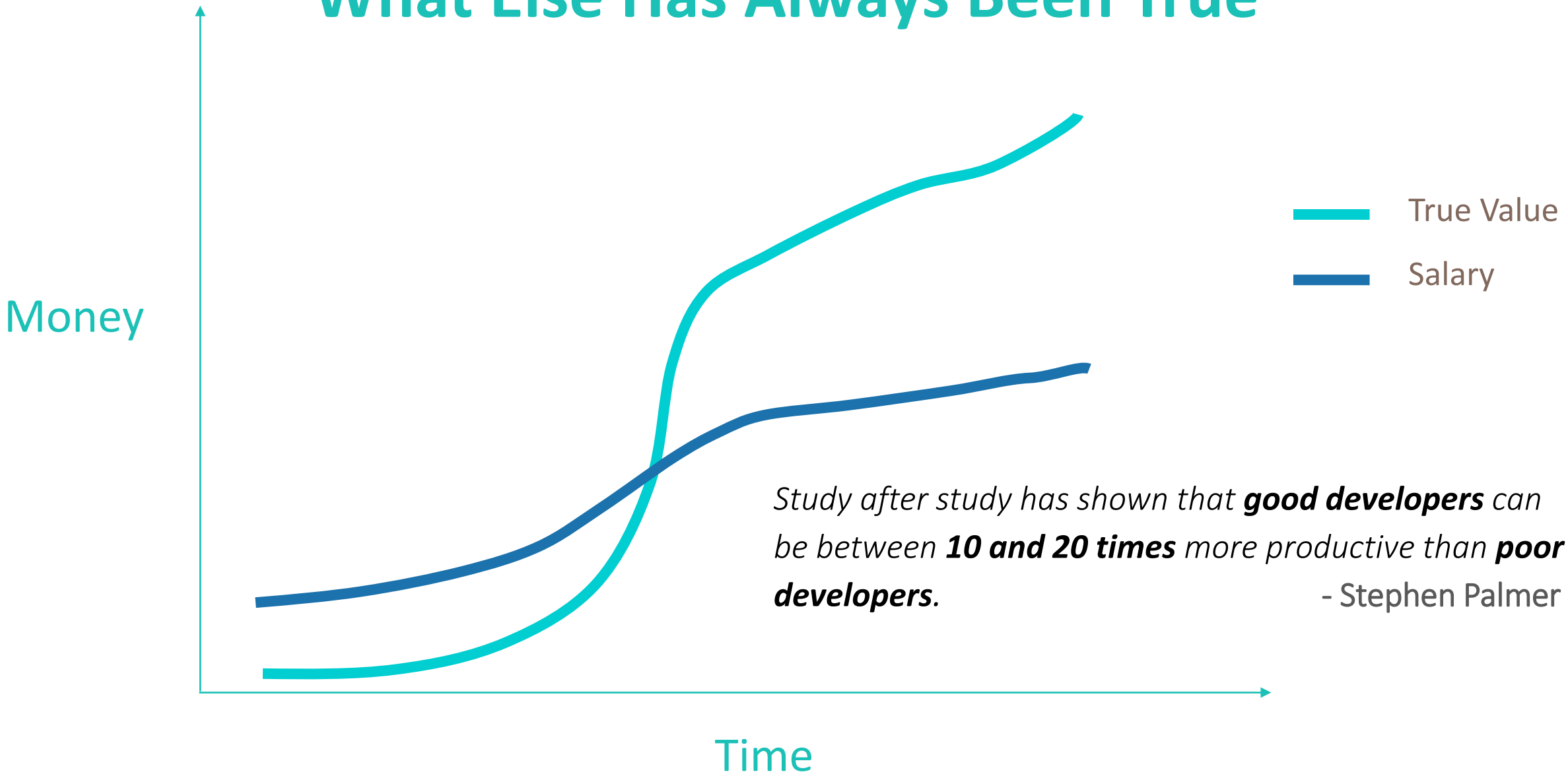
Confidence

Without arrogance

Experience

Delivering Value not simply skills

What Else Has Always Been True



*Study after study has shown that **good developers** can be between **10 and 20 times** more productive than **poor developers**.*

- Stephen Palmer

Ancient History

Developers lived in monolithic silos

Vendors ruled and clear lines were drawn (e.g. Java vs. Microsoft)

Balkanization

Everywhere

User Interface

UX pressure combined with the device revolution and overlapping human-computer modalities

The Data Layer

The era of relational databases is over

The Business Layer

Traditional OO could not survive the changes both up and downstream

Operations

Speed and complexity conspire to break down the walls between development and operations

Continuous Stream of Disrupters

01 **Ongoing move to the cloud**

Industry-wide gorilla

02 **Internet of Things**

You've got mail… from your toaster.

03 **Analytics**

Disrupter du jour with Microsoft, IBM, Amazon and Google fighting it out

04 **DevOps**

Picking up speed as container technology continues to take over

If you don't like change, ***get out of the software business.***

- David Chappell

The Polyglot Programmer

And the Salary Plateau

Roadmap

What is a Consultant?

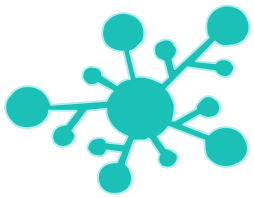
To break through the salary plateau, you must make the jump from...

The unfortunate cost of brute force success

To

The indispensable catalyst of breakthrough success

What True Consultants Do



Don’t just bring deep experience but also…

Bring broad awareness to the table

Don’t just ask for requirements, but…

Listen to understand unique needs and constraints

Don’t just identify workable designs, but…

Craft creative solutions

Don’t just propose a project and a plan, but…

Tell a story of success

*Unless you are **influenced by my uniqueness**, I’m <u>not</u> going to be **influenced by your advice.*** - Stephen Covey

The Path Forward

The unfortunate cost of brute force success

To

The indispensable catalyst of breakthrough success

- Bring broad awareness to the table
- Listen to understand unique needs and constraints
- Craft creative solutions
- Tell a story of success

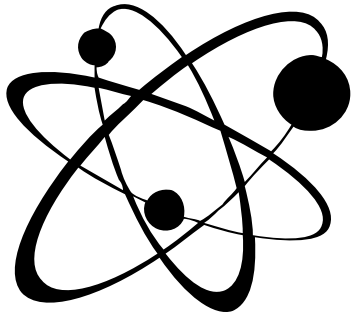
*You've got to think about the **big things** while you're doing **small things**, so that all the **small things** go in **the right direction**.*

- Alvin Toffler

6 Near-Term Objectives

- Manage Inspirational Energy
- Learn Techsploration
- Improve Your Ability to Focus
- Conquer the imposter syndrome
- Increase Connectedness
- Find Your Voice

Manage Inspirational Energy

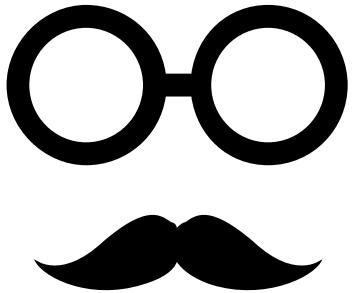


Measure Inspirational Energy As a KPI

Stop blaming your day job

Focus on people and technologies that inspire you even if you don’t see how they help your career

Conquer the Imposter Syndrome



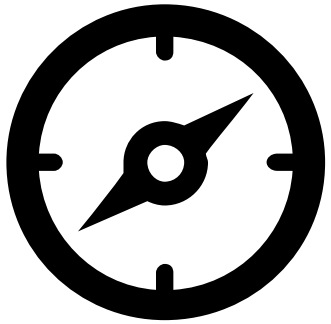
No one can know it all

Plan for JIT capability

Find premium online training (be willing to pay when you need it) – **Udemy, edX, Pluralsight, Xamarin University, etc.**

How to overcome article - **tinyurl.com/overcome-imposter**

Learn Techsploration



Maintain a map of where you want to explore

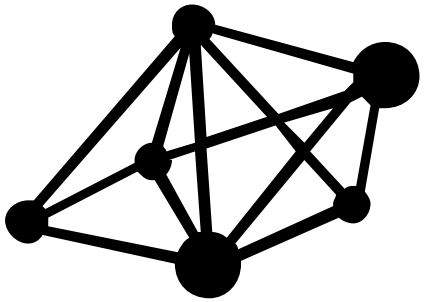
Add collection habit to your daily routine

Use low-friction, high-visibility tools – **MindNode, MindManager, XMind**

Store index of critical sources

Learn how to avoid going deep

Increase Connectedness



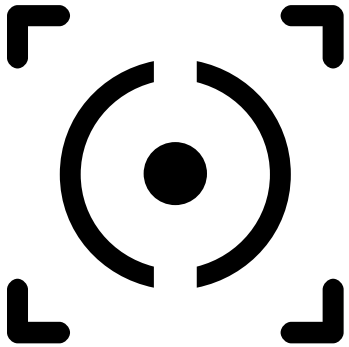
Online and Offline

Join meetups, go to hackathons, etc.

See you at the party tonight!

Provide value to others without being transactional

Improve Your Ability to Focus



*A consulting practice is <u>not</u> a question of **volume of time** but rather **quality of focus**.*

- Alan Weiss

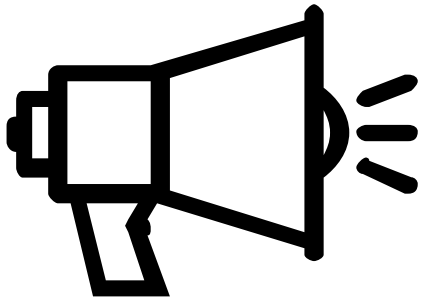
Learn how to ruthlessly single-task

Build personal systems for pursuing medium and long-term goals

Take time to find what works for you – **Stephen Covey, David Allen, Chris Winfield**

"How to get 40 Hours of Work Done in 16.7 Hours" - **tinyurl.com/focus-technique**

Find Your Voice



*Anything worth doing is worth doing **poorly**.*

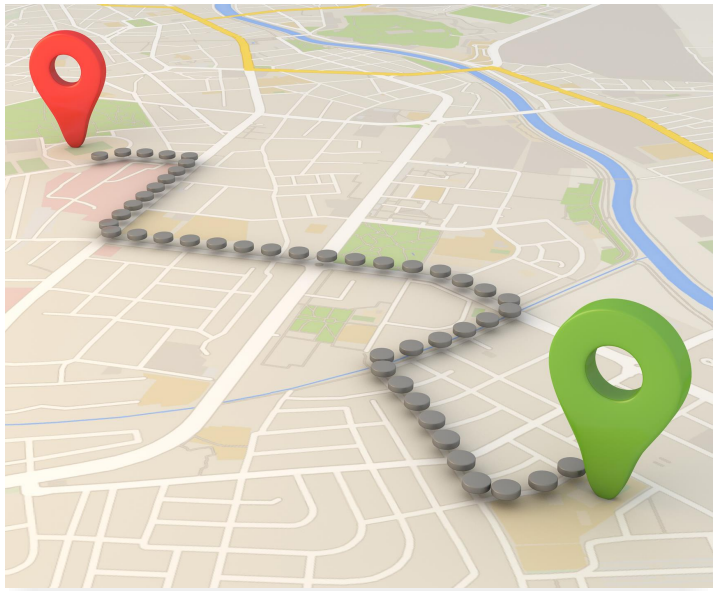
- G.K. Chesterton

Force yourself to get in front of people

Warren Buffet – This 1 Skill Will Boost Your Value 50% - **tinyurl.com/buffet-one-skill**

Public speaking resources (mostly for techies) - **github.com/vmbrasseur/Public_Speaking**

Roadmap and Toolkit



… to Increased Value

Q & A

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