	Controlled experiment	Pilot study	Semi-industry	Industry
Internal quality				
External quality				
Test quality			/	
Productivity			\times	short long term

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External quality				
Test quality			/	
Productivity			X	short long term

Internal Quality Problems **Code mess**

Key people

Onboarding woes

Growing complexity

Delays due to misunderstandings of code

External
Quality
Problems

Large backlog of bugs
Frequent reports of issues
No time for feature work
Regressions

Productivity
and
Engagement
Problems

High cost to iterate and maintain Low sense of ownership

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Problems TDD Can Help

Internal quality

Code mess
Key people
Onboarding woes
Growing complexity
Delays due to
misunderstandings of cod

External quality

Large backlog of bugs Frequent reports of issues No time for feature work

Long-term productivity & ownership

High cost to iterate and maintain
Low sense of ownership
Low concern for quality

Strongest reason to avoid TDD: Intentional focus on short-term productivity.

Short-term Productivity

Rapid prototype

You must throw out the prototype

Speed to market

Don't continually sacrifice longterm results for short-term wins

Organizational Priorities

Internal quality

External quality

Long-term productivity and ownership

Rapid prototype

Speed to market