

A yellow duck is floating upside down in clear blue water. The duck's head is at the bottom, and its tail is at the top. The water surface is visible at the top of the frame, with some bubbles and ripples. A semi-transparent dark grey rectangular box is overlaid on the center of the image, containing white text.

It's People, Stupid

(People are stupid?)

Success in software engineering is limited by your ability to influence, understand and work with other people.

Three laws of humanity

1. People believe what they want to believe



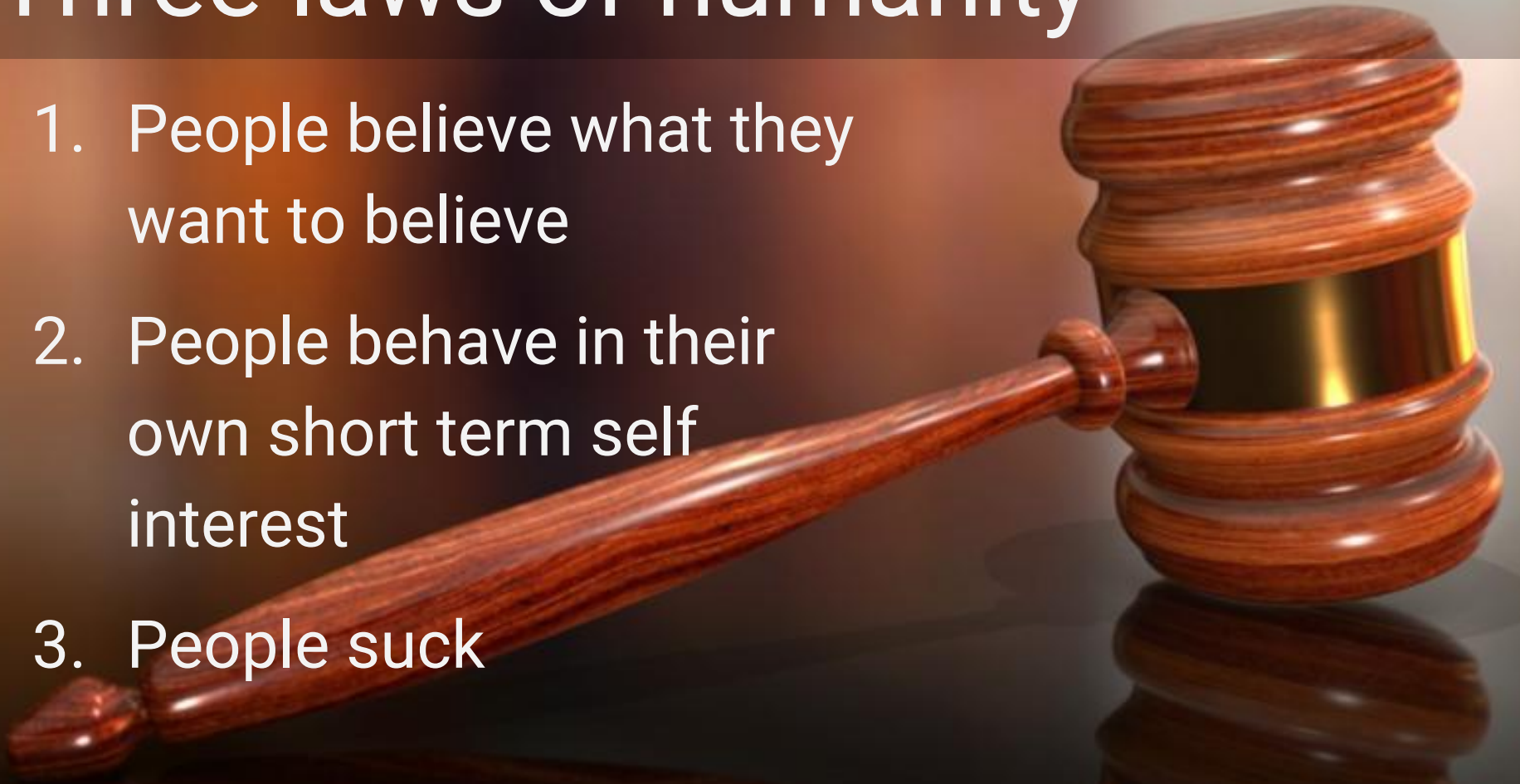
Three laws of humanity

1. People believe what they want to believe
2. People behave in their own short term self interest

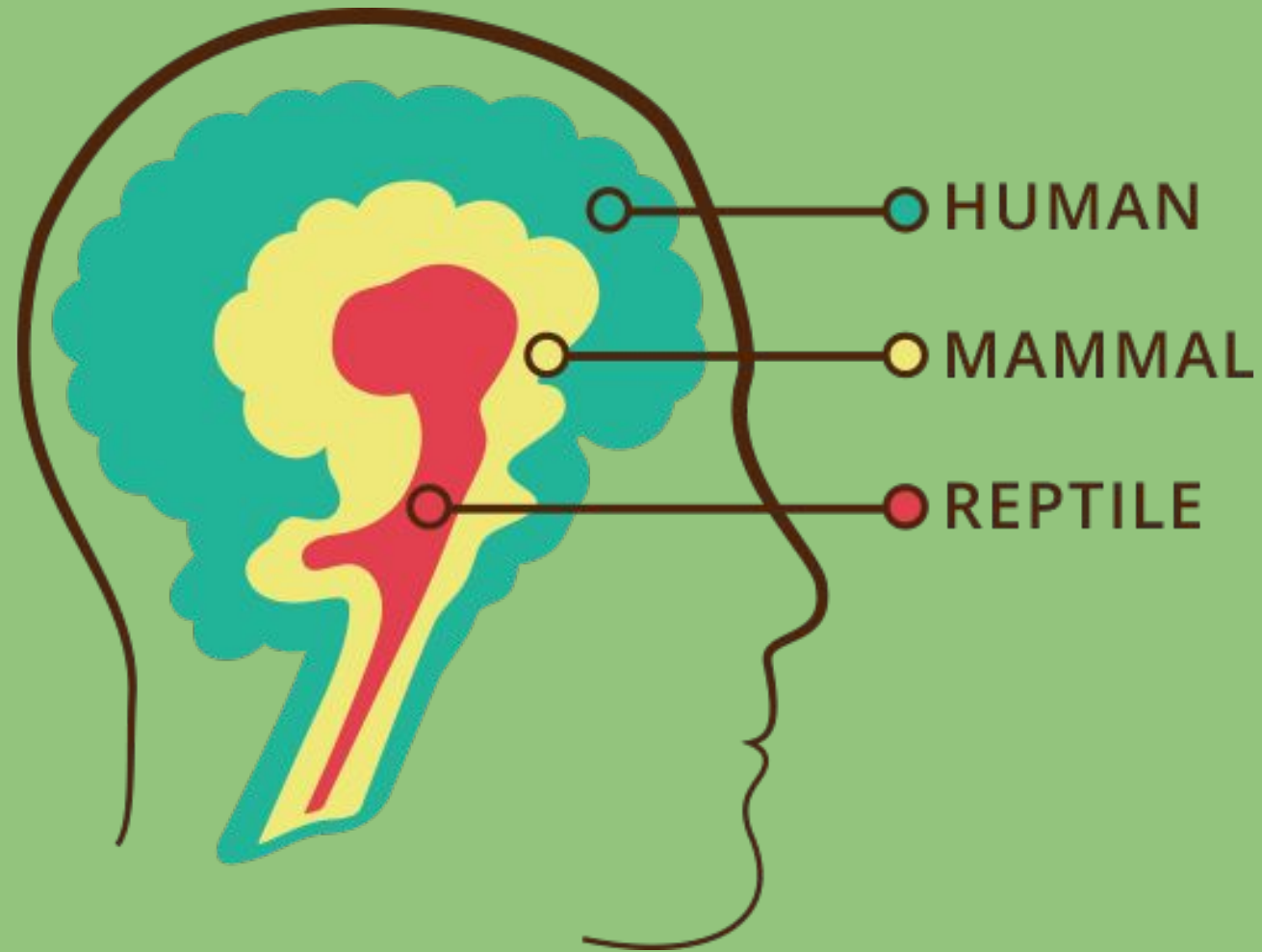


Three laws of humanity

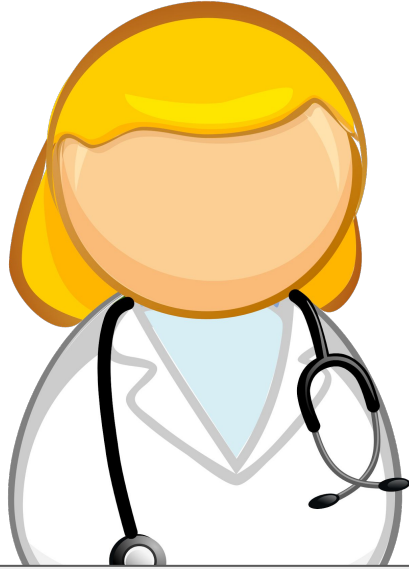
1. People believe what they want to believe
2. People behave in their own short term self interest
3. People suck



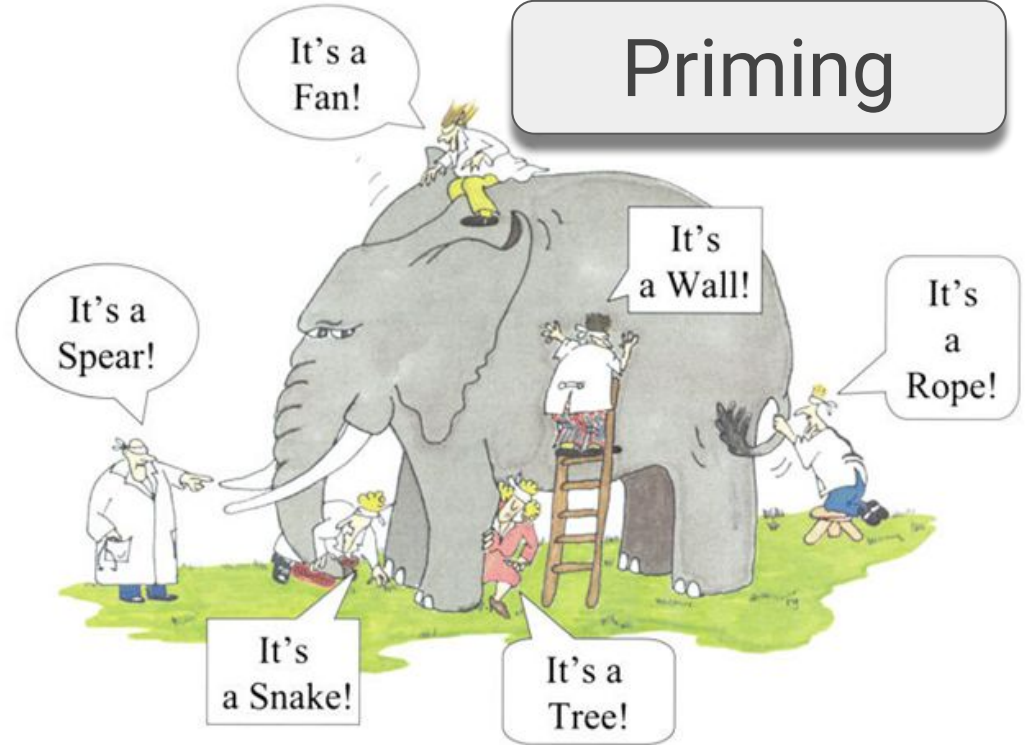
The Triune Brain



Language don't work good



Specialisation

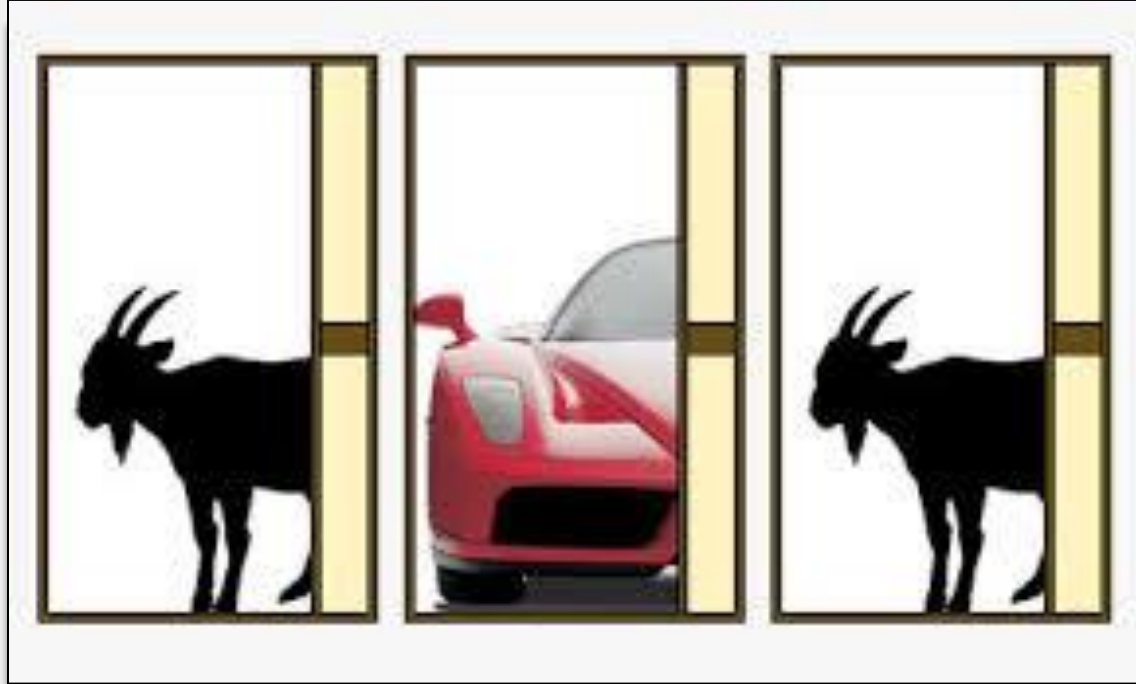


Priming

Numbers are hard



Numbers are hard



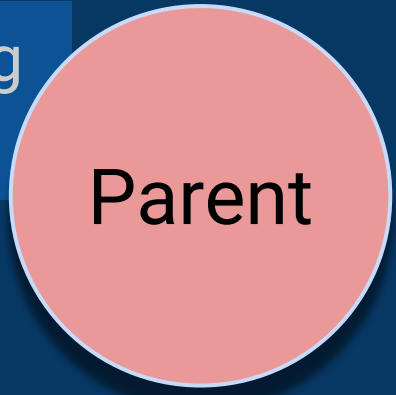


Familiarity = Trust

Debugging with Transactional Analysis



Nurturing
Critical



Free
Compliant
Rebellious

The tale of little Andy and the ogre father



Defusing Conflict with 3 Question Management

1. What's your plan?
(What are you trying to achieve?)
2. How is your plan working?
3. What are you going to change?



The Authority Delusion

*The more you have
the less use it is*





Finally... a word about bees

