



Creating a Generative Culture



Captain: It's spooled. Real cold, real cold.

Co-pilot: *God, look at that thing. That don't seem right, does it? Uh, that's not right.*

Captain: Yes it is, there's eighty.

Co-pilot: *Naw, I don't think that's right. Ah, maybe it is.*

Captain: Hundred and twenty.

Co-pilot: *I don't know*

Captain: Vee-one. Easy, vee-two.

Captain: Forward, forward, easy. We only want five hundred.

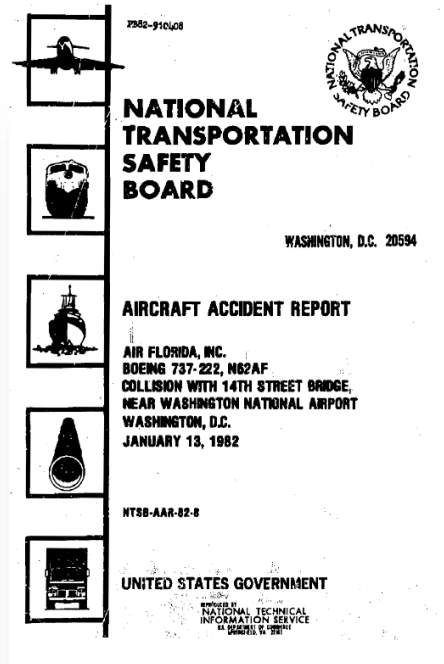
Captain: Come on forward....forward, just barely climb.

Captain: Stalling, we're falling!

Co-pilot: *Larry, we're going down, Larry....*

Captain: I know it.

[SOUND OF IMPACT]



Therefore, the Safety Board concludes that there was sufficient doubt about instrument readings early in the takeoff roll to cause the captain to reject the takeoff while the aircraft was still at relatively low speeds; that the doubt was clearly expressed by the first officer; and that the failure of the captain to respond and reject the takeoff was a direct cause of the accident.

Culture caused the crash

About me.

- I'm Head of Product Engineering at Redgate
- I'm passionate about creating software with freedom to act, clear purpose and space to learn.





What is culture?

Perks are not culture



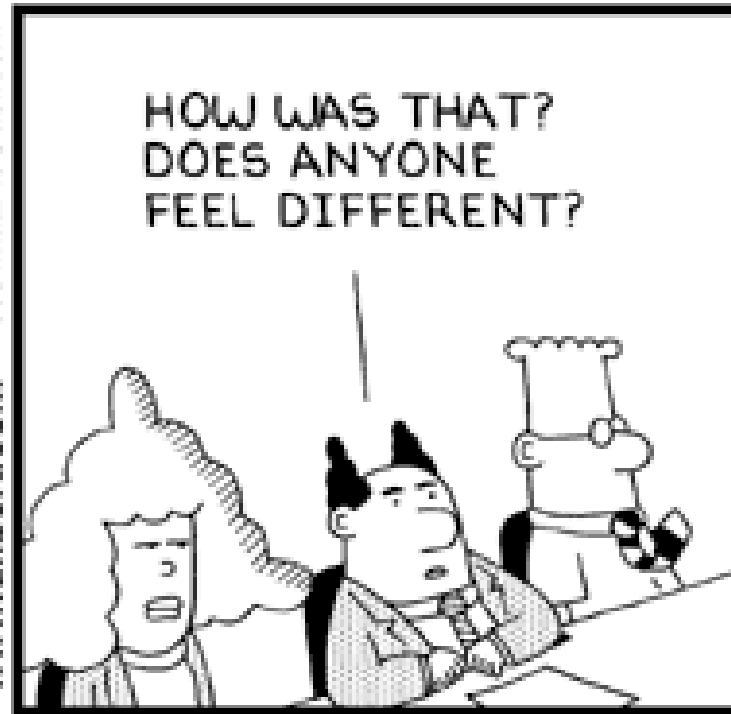
TECH WATCH: AWESOME WORKPLACES IN SILICON VALLEY

Amenities in the Office






www.dilbert.com scottadams@aol.com

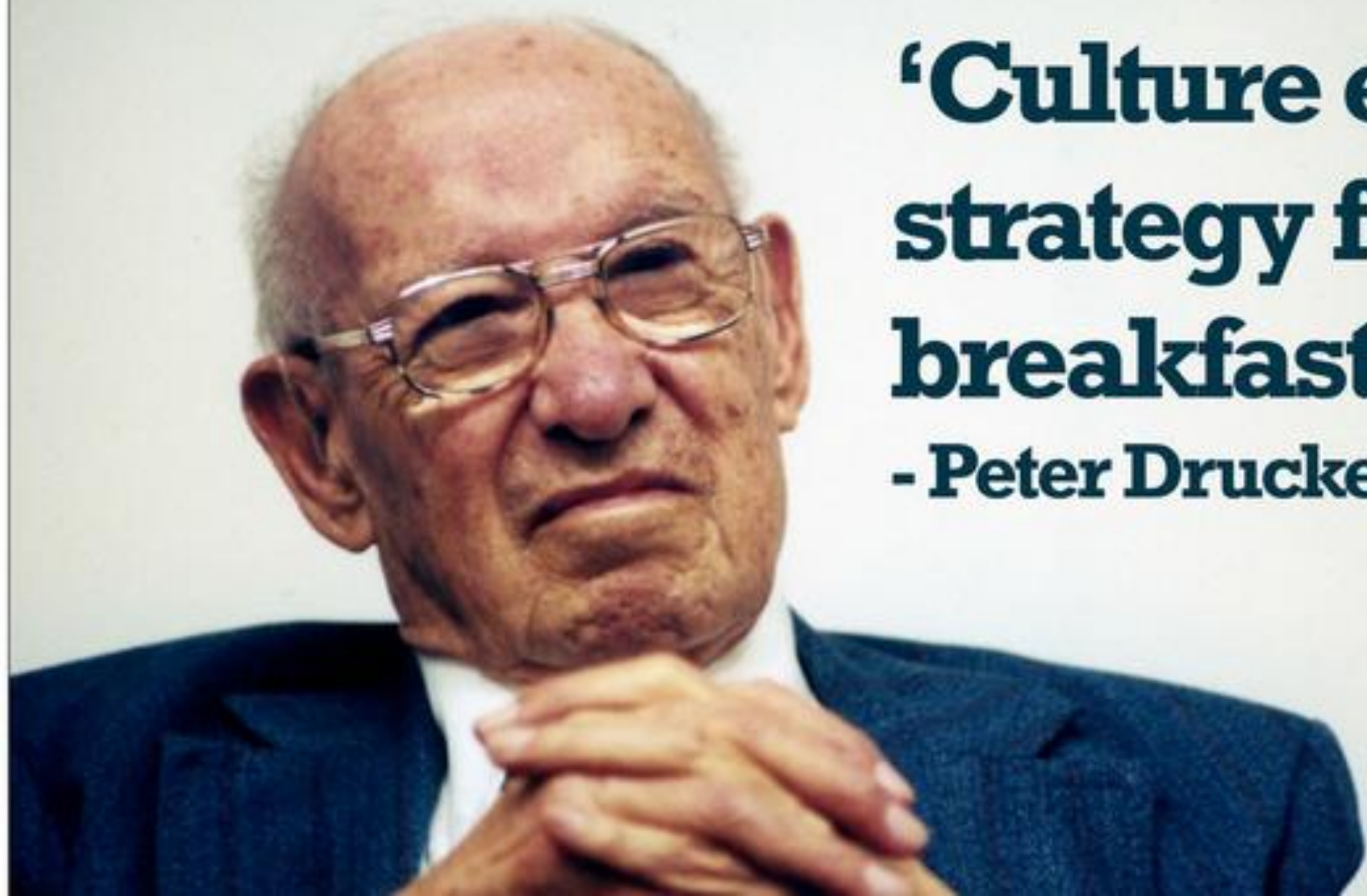


1-1-05 © 2005 Scott Adams, Inc./Dist. by UFS, Inc.



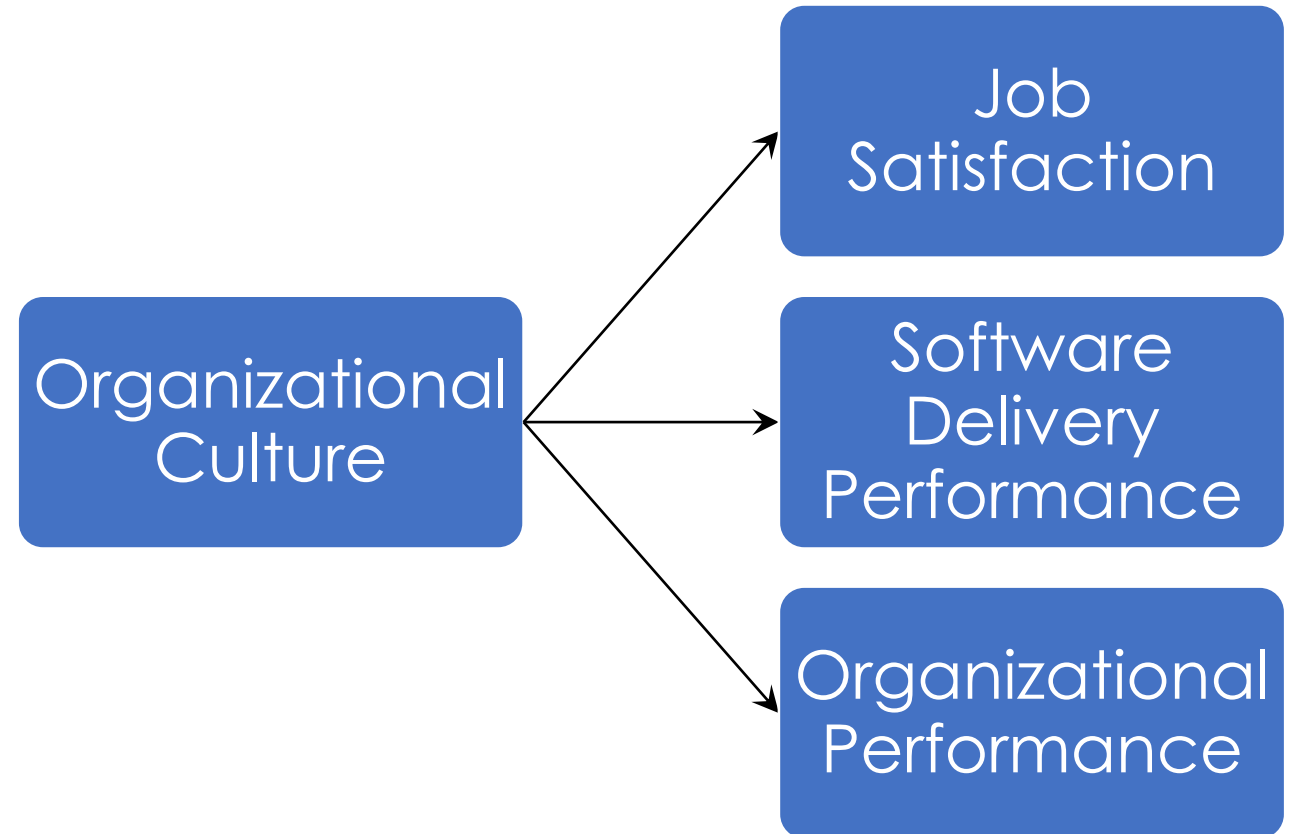
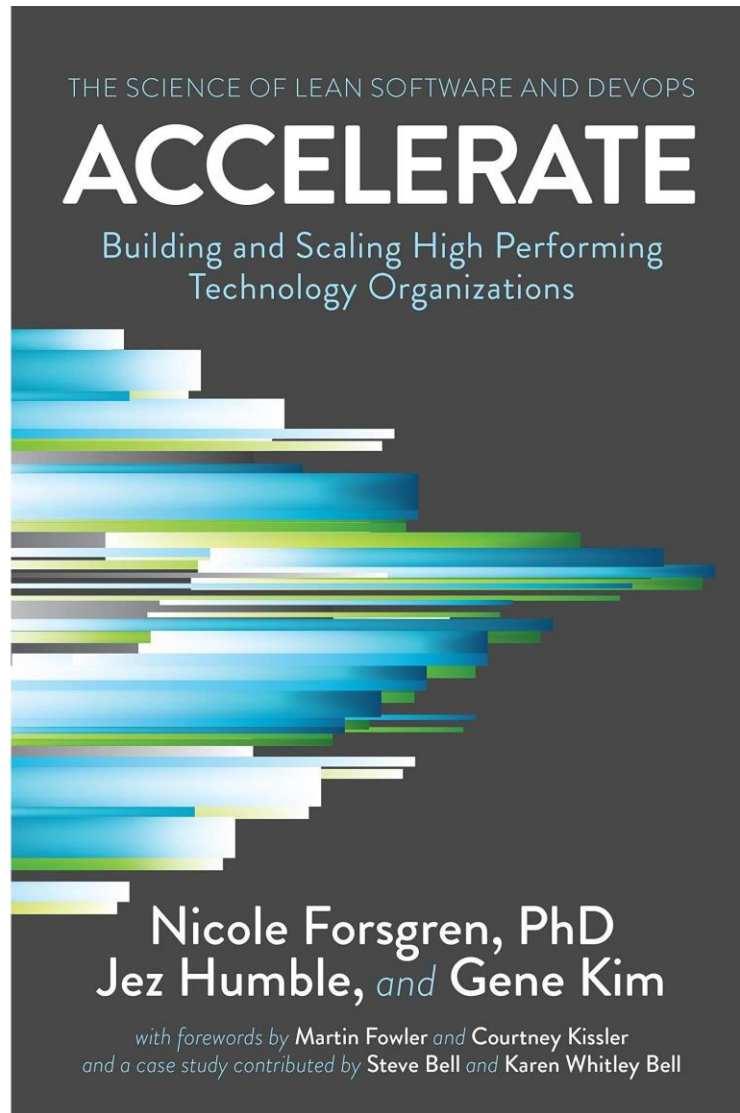


culture is “the way
we do things around
here.”



**‘Culture eats
strategy for
breakfast’
- Peter Drucker**

Does culture
really matter?



What makes a high performing team?

- “**Psychological safety** is being able to show and employ one's self without fear of negative consequences of self-image, status or career”





Suppression—Harming or stopping the person bringing the anomaly to light; “shooting the messenger”

Encapsulation—Isolating the messenger, so that the message is not heard

Public relations—Putting the message “in context” to minimise its impact

Local fix—Responding to the presenting case, but ignoring the possibility of others elsewhere

Global fix—An attempt to respond to the problem wherever it exists. Common in aviation, when a single problem will direct attention to similar ones elsewhere

Inquiry—Attempting to get at the “root causes” of the problem

What characterizes a generative culture?



Alignment



Sense of ownership



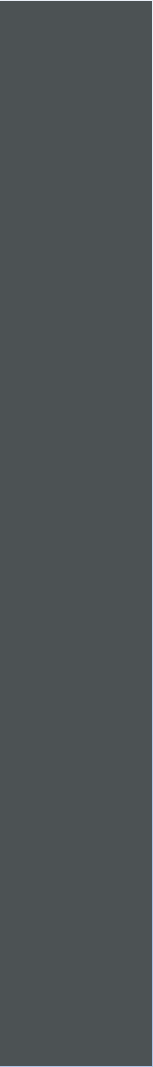
Proactive flow of information



Psychological Safety



Organizational learning



How do you
change culture?



By Rain, Belinda, Photographer (NARA record: 8464467) - U.S. National Archives and Records Administration, Public Domain, <https://commons.wikimedia.org/w/index.php?curid=16912769>





"It's easier to act
your way to a new
way of thinking
than to think your
way to a new way
of acting."

John Shook.

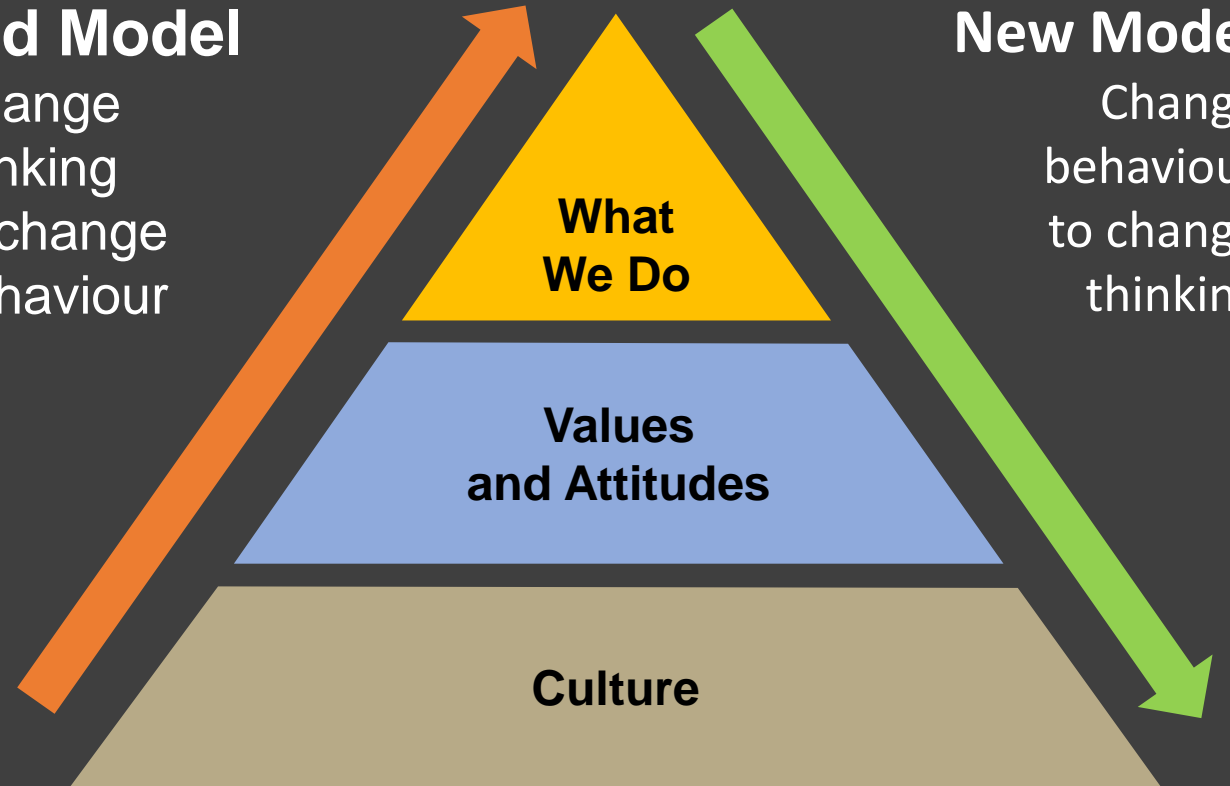
Shook's Version

Old Model

Change
thinking
to change
behaviour

New Model

Change
behaviour
to change
thinking



Shaping Culture at Redgate



Problem: New Team + New Project

OCCUPY TOGETHER

HAND SIGNALS

SPEAKING



**WANT
TO TALK**



**DIRECT
RESPONSE**



**CLARIFY
CLARIFY**



**POINT OF
ORDER**

FEELING



AGREE



**DONT
AGREE**



OPPOSE



BLOCK

Solution:
Occupy hand
signals

What did we learn?

- Simple things can make a big difference
- Didn't automatically fix all the problems
- Observe your teams. What's the speaker ratio? How can you improve equality?



Problem: Celebrating learning from failure



That time we replaced all our products with Spotify by mistake....



Dom Smith: Genius. You click to download the .NET Developer Bundle on our website and get the Spotify Installer instead! Thanks to [@Daniel Kenyon-Jones](#)' friend for noticing so quickly, and to [@Tilman Bregler](#) for getting it sorted within a few minutes. [#fuckupoftheweek](#)

02:40 PM - Aug 10 / [Reply](#)



Lucy Boyes: If I download the Spotify installer, is it going to install the .NET Developer Bundle instead? Because I just don't need that kind of functionality...

02:59 PM - Aug 10 / [reply](#)



Mark Jordan: .. and how did this happen? :D
<http://youtu.be/SkkO2wsLHgM?t=5s>

03:11 PM - Aug 10 / [reply](#)



Dom Smith: I gather that website.testnet isn't quite as isolated from the

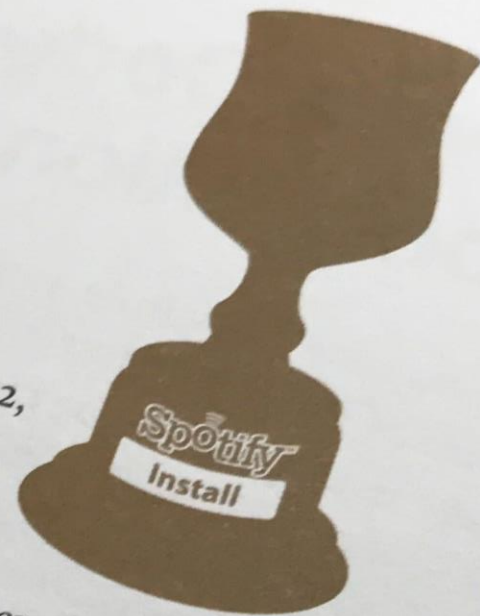
What really happened?

2012

..... introducing the
were put forward. Runner-up is Rob
auto-submitted, auto-degrading, auto-not-updating
public void Install()
new NotImplementedException();
Manager.Install
Extension, false);

mad's auto-updater that's
ly realised that after having
000 users, something
ew versions in the
naged to fix it so
version. Moral
er, ever

But the Missing Brackets Award 2012,
by a technical knockout, goes to.....



In early August, some Red Gate website customers found that when they
clicked on "Download ANTS Performance Profiler", they were sent the
Spotify installer instead. Not the Red Gate product they were looking for
but the **Spotify installer**. ;-(

This was probably the most embarrassing moment for Red Gate in 2012.
A Stop The Line process has since been carried out, to investigate how
it happened. Also, a review of any procedures related to downloads is
underway, to make sure that it can't possibly happen again. E

This was a very visible mistake (see Value #7:
Which is good. Sort of.

What did we learn?

- A story captured as an artefact has power
- What incidents in your organizations history are important? Are you making the most of them?

Problem: Recruitment & Interview Rotas

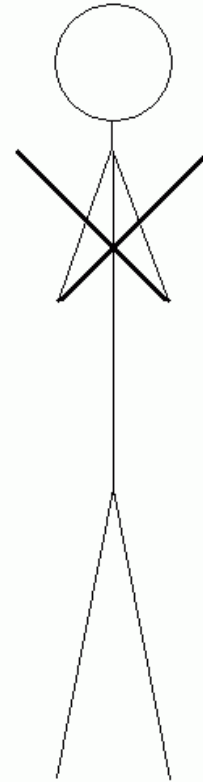


A choice...

McGregorova teorie X a teorie Y – Mnemotechnická pomůcka

McGregor's theory X and theory Y – Mnemonic

Теория X и теория Y МакГрегора – Мнемоника



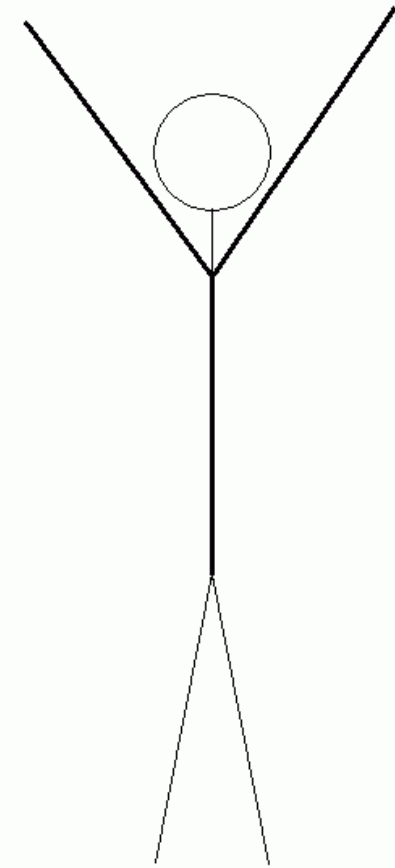
X:

„Já nic dělat nebudu“

„I won't work“

„Не желаю работать“

„Nie będę pracował“



Y:

„Hurá, práce, dejte ji sem!“

„Hurrah, work!“

„Ура, работа!“

„Hurra, praca!“

(c)Martin Adánek, www.adamek.cz, 2007

Solution

Software Engineer Interview Rota	Monday 1 st	Tuesday 2 nd	Wednesday 3 rd	Thursday 4 th	Friday 5 th
Stand-in		Chris L. Mat B.	Chris L. Alex Mat B.	Chris L. Alex Mat B.	//
9am - 11am		10am - SSE Telescreen Jon - Paul SANTIAGO	10:30am - SSE Telescreen Sahin Alex		//
11am - 1pm				11am - TL Telescreen James (Tech Lead + Dev Lead) SANTIAGO Berky S (Obs)	//
1pm - 3pm		2:15 - SSE 1 st Interview Sahin Alex / Ally P.	1pm - SSE 1 st Interview Ivrie Chris L. MAT B. (+1) Berky S (Obs)		//
3pm - 5pm	4pm - SSE Telescreen Harish Chris L. Berky S (Obs)				//
Team:	Alex Terece Ally Parker Matt Suren Santiago Arios	Chris Lambrou Berky S (Obs) Mikel Agui (Obs)	Coordinator: Sophie		
			Hiring Manager: Jeff Foster		



Asha Patel 07:22

@channel hi, I was down to do a telescreen today at 2.50 with @michael.clark but unfortunately I think I'm going to be wfh today due to illness. Is it possible for someone to cover for me? I'm more than happy to swap with any telescreens or anything on Thurs or Fri to make up



1 reply Today at 10:18



Toby The Mandelbot 07:41

James and I will probably still be in a first interview at this time.



Mike Upton 08:05

I can if essential, but I'll have to move someone's 1:1 to do it, so I'd rather not.

@michael.clark - how'd you feel about just doing the telescreen on your own?



Michael Clark 10:18

That's fine by me thanks for checking @michael.upton (happy to do it solo) (edited)



Bronwyn 10:21

Thanks all 😊

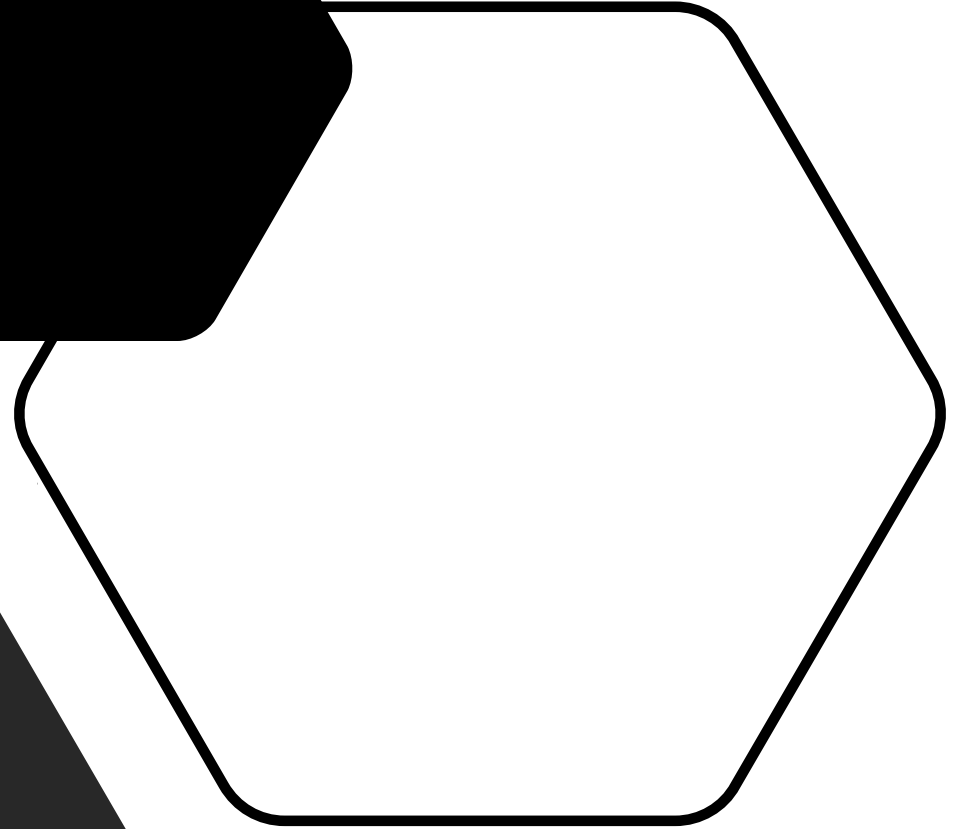
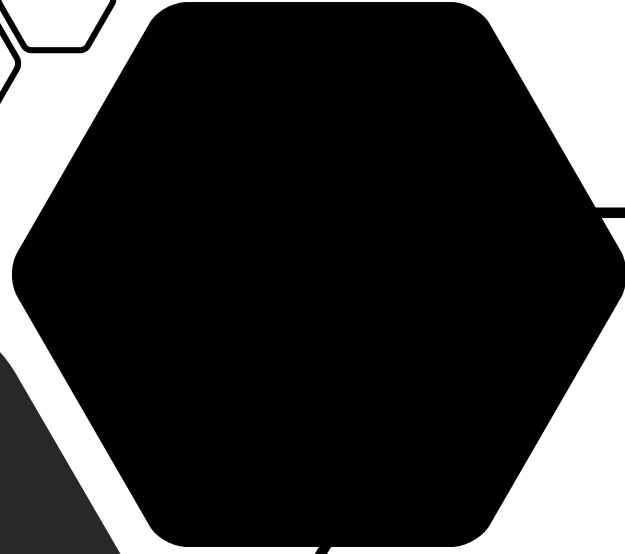
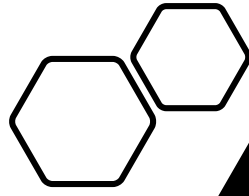
What did we learn?

- Creating an environment where people can solve their own problems is key
- What areas can you give up “control” to get more people involved in solving their own problems?

Problem: Silos



Solution?: Let
people choose
where they
want to work.



1. Why does the team exist?

For customers

- The goal is to maintain the status of the number one tool for T-SQL developers.
- We want to make it easier to write trustworthy database scripts that meet requirements faster

For Redgate

- The goal is to grow the user base and increase renewals
- Prompt is important as an introduction to Redgate for new customers

2. What is ours?

- Making new features
- Architecture work
- Tackling technical debt
- Support
- Customer research

- ✓ Prompt
- ✓ Code Analysis Engine
- ✗ Prompt Core
- ✗ Code Guard

3. What difference are we going to make?

- Improve features and add new ones based on research/customer feedback - about 50%

Team Chartering

4. How is the team going to "roll"?

Incremental delivery

Familiar agile process

Disagree and commit

Learn
Adapt
Repeat

Support is important

Open mind to challenge
status quo

Challenge:
prioritising different
pieces of work

The team are very
passionate about
the product

Massive challenges in:

- Architecture
- Technical debt
- Support
- Quality
- Testing

Best-looking team at
Redgate

Join us!



5. You'll be a great fit for this team if...

Quality-focused

Commercial
focus

Responsive to customer
feedback

You understand
you don't have
only one role

Happy to jump on
Support

Willing to take on some
leadership

You don't need a huge
array of technology

You like solving
performance
issues

Sense of humour

You like Spongebob

7. How are we going to celebrate?

- Cuddles
- Chocolate
- Champagne / Beer

Pub (regularly)

Throughout the year:

- Day out
- Lunch out
- Team activities
- Treats

Watch Spongebob



Guidance

1. Why does the team exist?

What is our team purpose? | What's in it for Redgate? What's in it for the customer?

2. What is ours?

What's the scope of the work? | What does the team cover? | What's ruled in/out?

3. What difference are we going to make?

What outcome will the team aim for in six months? | Longer-term, what are we trying to achieve?

Product - The Prompt Team (SQL Prompt)

Created: 10/01/2010



Steve Smith
Team Prompt
Phone: 01203 123456
Email: steve@redgate.com



Andrew Smith
Team Prompt
Phone: 01203 123456
Email: andrew@redgate.com



Michael Smith
Team Prompt
Phone: 01203 123456
Email: michael@redgate.com



John Smith
Team Prompt
Phone: 01203 123456
Email: john@redgate.com



Paul Smith
Team Prompt
Phone: 01203 123456
Email: paul@redgate.com



Mark Smith
Team Prompt
Phone: 01203 123456
Email: mark@redgate.com

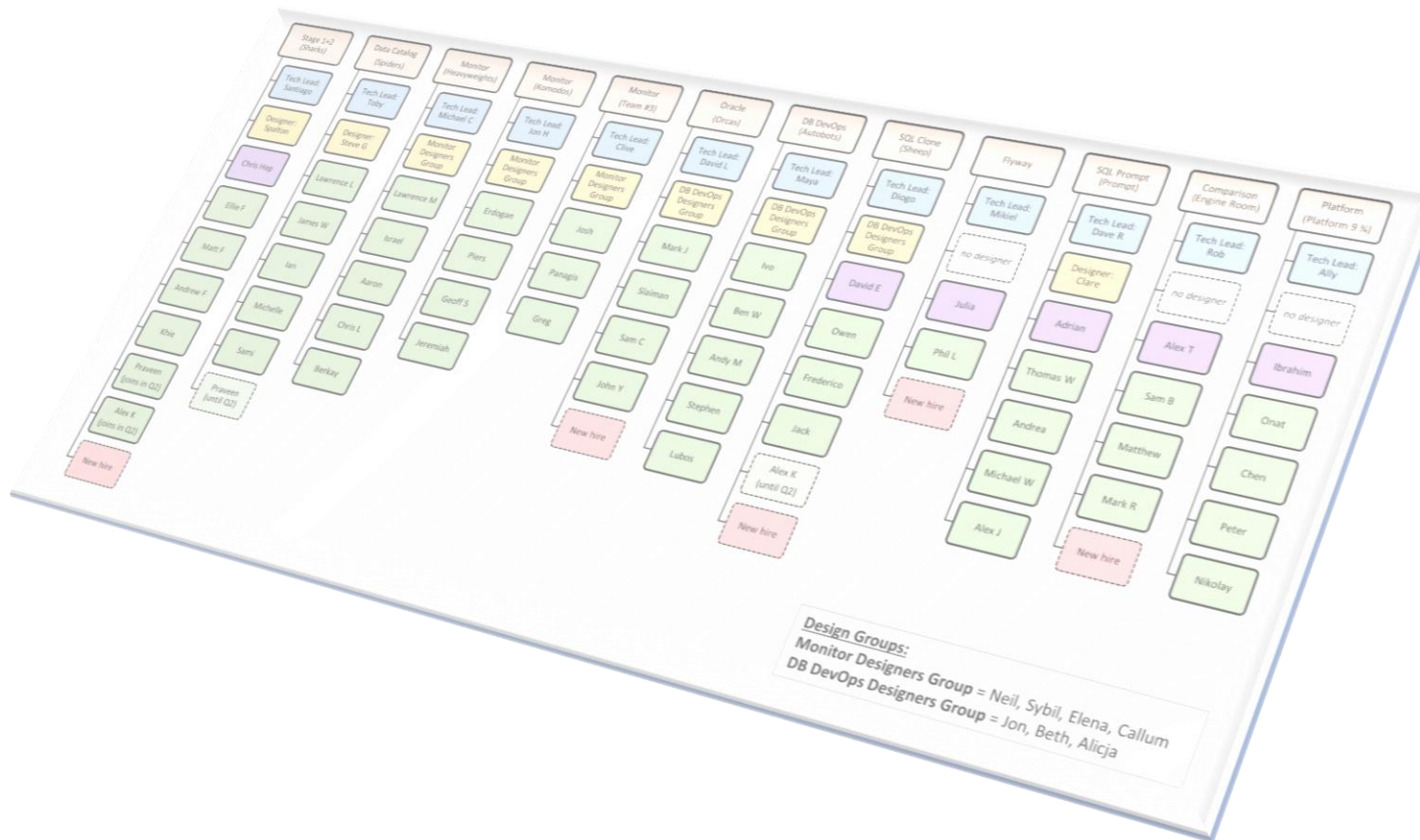


David Smith
Team Prompt
Phone: 01203 123456
Email: david@redgate.com



Team Expo

Build Team Structure



- 83% of people had their 1st choice preference accepted
- 97% of 1st / 2nd preferences satisfied
- 34% of people moved teams

DYNAMIC RETEAMING

The Art and Wisdom of Changing Teams

Heidi Helfand

What did we learn?

- This is helping to form stronger connections across teams.
- More details at <http://bit.ly/rg-reteaming>
- How can you experiment with re-teaming?



Problem: How do increase focus on L&D?



Announcing 10% Time in Product, Foundry and CTO divisions

by Mark Cheverton on Jun 07, 2016

Last updated 08 June 2016

In the Product, Foundry and CTO divisions we're trialling 10% Time, which means on Friday afternoons you can choose your own priorities. It's an opportunity to make time for Guilds, PDPs, Catalyst or other specific Redgate activities. By setting a particular afternoon, collaboration becomes easier because everyone is participating at the same time.

Solution?

Introduce 10% time.



Solution?

Introduce Open Spaces

Graffiti A

13:30

INTRO
TO
KUBERNETES

14:00

BENEFITS OF
MANAGED
KUBERNETES
IN AZURE
TUBER

14:30

15:00 "BREAK"

15:15

HOW TO MANAGE
"TIME TO REVIEW"
SOME AND SOMEHOW "TIME"
TO YOUR REVIEW (P.L.)

15:45

16:15

16:45

RETRO

Graffiti B

"Isi" considered
harmful
Peter Gellard

Why errors violate
open-closed principle
Jeff Fisher

WHY DOES
EVERYTHING TAKE
SO LONG?
Growth

404

The sad tale of why Google
is the "Google" that it is
Dan Martin

Get under the
hood (again)
Alex Terwilliger

Sorting Algorithms
using Belts
Ian Johnson

Sort Algorithms
with Belts
Ian Johnson

Poppy

RIGHT PEOPLE



WHATEVER
HAPPENS
HAPPENS



Be prepared for the surprise

IT STARTS
WHEN IT
STARTS



IT ENDS
WHEN
IT ENDS



LAW OF TWO
FEET

What did we learn?

- Open Space works for some people!
- Open Space doesn't work for everyone
- What would it take for you to try an open space where you work?



Solution?

Guilds

Iteration 1....

- Initial buzz.
- Guilds created.
- Guilds died.
- Largely talking shops

π guild-functional

guild-web

guild-func-fsharp

guild-security

guild-kaizen

guild-writers

Q guild

📁 guild (archived)

design-academy (formerly #guild-design)

📁 guild-speaking (archived)

⌋

Iteration 2 (in-progress)



Design Academy one-page Guild

Who are we?

Identity

Design Academy

Sponsor

Matt Godfrey

Mission statement

Provide a community of learning, practising and sharing design and research best practice, in order to improve how design and research is carried out at Redgate.

Key responsibilities

Responsibility	Who
Group leadership	Neil Turner
Planning and coordinating sessions	Neil Turner
Communications (e.g. blog posts, talks, posters etc.)	TBC
Curating video lunch list	TBC
Co-ordinating meetups and visits	TBC

What will we do? (in the next 3 months)

Objective 1

Increase awareness and usage of design and research best practice guidance, including the Product Design playbook and design and research training material (e.g. OpenSpace sessions, Lightening talks, blog posts).

Communities of Practice

Playbook

What's a Community of Practice?

Why form a Community of Practice?

Forming a Community of Practice

Identify the need for a Community of Practice

Articulate the need for a Community of Practice

Getting Sponsored

Being a Sponsor

Establishing a Community of Practice

Initial Recruitment
Kick-off

Initial Success

Celebrating Success

Who are we?

Build and Release Automation Group

Mission Statement

To enable product teams to be able to confidently make releases safer & faster by improving release s

Key Responsibilities

RESPONSIBILITY	WHO?
.	
.	
.	
.	

What will we do?

Objective:

Better alignment between teams' scripts and processes by encouraging teams to share code

Make releases a simple "one-click" task by eliminating manual steps in the release process

Making releases less error prone and more recoverable in event of failures



redgate levelup communities

There are several active communities of practice at Redgate.

- Design Academy
- Design Guild
- Honeycomb Community
- Release Community
- Tech Council
- Test Automation Group



Communities of Practice

BUILDING SUCCESSFUL COMMUNITIES OF PRACTICE

Discover how connecting people
makes better organisations



Emily Webber



What did we learn?

- Communities of Practice require
 - Sponsorship
 - Alignment
 - Support
- When they work; they drive change.
- What community would be most important for you?



	MARSHALL	AIRSUITE	INMAN	COMET
8:45	Board coaches ready to depart Redgate			
9:45	Take-off - Welcome, keynote Chris/Jeff/Matt			
10:30	Culture Being (better than) "data-driven" - Joel Graham	Customers Your name's not down, you're not coming in - Chris Lambrou, Andy Richardson and James Murtogh	Culture How flexible are you? - Chiara Gardner, Marie-France Marli and Damon Witherick Workshop	Customers Turn the Bad Mom Drive Strategy Ship Around - Ragan McGill and Tim Dalton Workshop
11:15	BREAK (11:15 - 11:30)			
11:30	Culture Kubernetes, Docker, ADS, SSOL and what you should do about it - Santiago Arias	Culture Imposter Syndrome: The Secret Superpower - Sybil Hoang	Culture Crucial Conversations - Chris Smith Workshop	Build User Story Mapping: Patsy's Magic Bullet - Mike Upton and David Eadie Workshop
12:00	Build How containers will change the way we ship software - Alex Tercete and Praveen Dhanasekaran	Customers How to make product changes without annoying your users - Alicja Leszczynska		
12:30	LUNCH (12:30 - 13:30)			
13:30	Culture Why don't planes crash? - Jeff Foster	Build Rewrite or Refactor - David Legge	Culture Practical Getting Things Done (GTD) - Michael Clark Workshop	Customers Measure What Matters - Matt Godfrey and Tim Dalton Workshop
14:00	Culture It's not kindness it's diplomacy: How to do efficient code reviews - Stan Hamara	Build The Zero-Bug Policy - Tom Walsh and Chris Hurley		
14:30	BREAK (14:30 - 14:45)			
14:45	Customers Sales evolution at Redgate - Sam Spark	Build Microservices and Events at Redgate - Simon Holness	Build Oracle for confused Redgaters - Michelle Taylor	Build Learning how to learn - Onat Mercan
15:15	Customers Keeping research insights alive with a customer research repository - Neil Turner	Build Managing Redgate's herd of servers and services - Rob Chipperfield	Build Electron Apps from Scratch - Mark Jordan	Build Keeping your options open (lessons learned from Figleaf) - Ian Johnson
15:45	BREAK (15:45 - 16:00)			
16:00	Lightning Talks	Culture You're going to die & no-one is going to give a shit - Chris Spalton		
16:45	Landing - Chris/Jeff/Matt			



Solution. Run our own conference?



What did we learn?

- There is no one-sized fits all solution
- Change is scary
- You must find experiments
- You will fail, just keep trying.

Conclusions

- Culture matters.
- You need a **generative culture** to give your organization the best chance of success
- You can shape culture by taking action.

Questions?

Find out more about things we try at
<http://www.ingeniouslysimple.com/>



Ingeniously Simple

How we build products at Redgate