

# **Webinar: Concepts of Agile Planning**

**Why do we do the things we do.**

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# Concepts of Agile Planning

## Agenda

- Goals
- Concepts
- Some actions (which reveal or embody concepts, we hope)
- Questions!



# Basic, Often Unspoken

- “Everything changes, nothing remains the same.” Buddha
- We accept there is lots of change. That’s relevant.
- We have to adapt better to all this change.
- “Adapt or die”
- (Do we accept this at the right level of meaning?)



# Goals

- A. Less stress
- B. Adapt to change better (eg, competition)
- C. Better product
- D. More business value
- E. Enable more & faster Learning
- F. Less re-work
- G. Fewer “wrong” mistakes
- H. Faster delivery (than ?)
- I. Enable continuous improvement
- J. Respect the DATE
- K. Improve relative accuracy faster
- L. More clarity about the Future
- M. Build more what they will want in the future (and less of what they won't want)



# Problems - 1

- Too much stress already
- Poor understanding of and visibility about BV
- Classic problems re “what does the customer want in the future”
- Formerly: “No-change control board”
- Managers imply they want no failure, but it is by failure we learn fastest
- “No re-work” sends the wrong message



# Problems - 2

- Problems with saying “Faster” (stress, less quality, etc.)
- Fantasy that we already know everything. Not expecting to learn
- Deliver faster than ? (no direct comparison)
- Weak continuous improvement culture
- Customer should negotiate the DATE
- Minimal concept that the customer can adapt as we learn (eg, ok with date change if told soon enough)



# Problems - 3

- Old thinking: Build what they asked for 6 mos. ago.
- New thinking: Build what they will want / need over product lifecycle



# Basic Concepts



# Caveat

- We are assuming a normal situation (at least sometimes)
- Your situation is almost always special.
- So, we can try to discuss that issue.



# Concepts - 1

- overstressing reduces the capability of the system (in our case, the Team is the system). [This idea is a key Lean principle.]
- knowledge workers, particularly, perform better as a Team under Eustress (good stress), notably worse under high stress.
- as a team, we know some things. We have some of the knowledge to be successful. No one person knows everything. We are knowledge workers, and can learn



# Concepts - 2

- every prediction or guess about the future is a SWAG: Strictly Scientific Wild Ass Guess. "To predict is difficult, especially about the future."
- we can make a SWAG, or a series of SWAGS, and start to approximate what the future will bring
- one of the best ways to learn is by building the product. We show the working product, and get feedback



# Concepts - 3

- making guesses about the future causes us to think. Comparing expected with actual gives us insights into missing knowledge
- innovation is inherently very wasteful. It is acceptable if (a) we learn a lot from it, and (b) we are less wasteful than our competition
- normally, first to market with something good-enough is better than a perfect product later. To have a truly perfect product implies an infinite amount of delay.



# Concepts - 4

- the knowledge needed to make better prediction is, commonly, also the knowledge we need to build a better product
- the customers do not see the features as having equal value. Similarly, no customer fully understands the product "that the market" needs. No two customers agree now on what the product should be. Part of our value-add is bringing the customer community toward a consensus of what the product should be
- part of the "value proposition" is cost. In other words, a simple version of value is  $V = \text{benefit} / \text{cost}$ . Roughly, ROI.



# Concepts - 5

- a good rough proxy for cost is how much team time it will take to build that feature or user story
- so, to maximize what we deliver in the time box, we need indicators of value and cost for each story. Even if these indicators are imprecise, they help compared to doing the work (features / stories) randomly
- yes, of course, other factors (than just benefit and cost) affect the ordering of the work, such as risks, dependencies, learning, the MVP concept, and other things



# Concepts - 6

- planning is about using continual learning, and improving your odds of success, to take quick and effective action. There are no trophies for the perfect plan
- better to light one candle than to curse the darkness
- the whole is greater than the sum of the parts. One example: As we "assemble" the pieces and parts of the plan, we start to see the product and our future in a holistic way, and in multiple dimensions. This is very educational.



# Concepts in Action



# General Patton

"A good plan violently executed now is better than a perfect plan next week." Said in WW2.

Similarly: "Fortune favors the bold" (from Roman times).



# Old Way vs New

Old: We tried hard to keep the plan from changing.

New: We expect the plan to change often, and we make it less effort to change.



# Who?

For Agile Release Planning Day, we bring the Team (7?) plus the Business Stakeholders (4?)

Idea: We want everyone to participate (contribute) and everyone to learn.

Idea: Six Blind Men and the Elephant.



# One Day

Why?

Timebox, esp given low knowledge at this time.

Must do at right level of granularity (not too high and not too low).

Small epics.

ENABLE frequent revisions.



# 1. Vision

A place to start

Written by least informed person.

To enable more learning.

Led by most informed person (PO?)

Timebox.

Get a decent version; can be revised, tweaked later.



## 2. Product Backlog

Why?

They need something tangible. Vision was too conceptual for some.

A. Identify Roles.

Quickly

~5-7 roles (personas)

Everyone participates, PO makes final decisions.



# User Story Workshop - 1

Everyone participates, learns

(We discussed that before.)

Sharpie pens, and sticky notes.

Teach user story format quickly.

They need encouragement to write a bunch quickly.

They can easily do 60 in two 15-minute timeboxes.



# User Story Workshop - 2

Why?

6 Blind Men & Elephant

Participation, learning

Buy-in. Motivation.

Everyone sees a bigger picture (at this height off the ground)

We learn also about each other, and who knows what. Useful later.

We identify incorrect ideas.





## User Story Workshop - 3

We do it quickly.

We accept that, even with ~10 people, it will not be perfect.

We move forward now, with what we have.

It's ok, even good! We can learn faster this way!



# User Story Workshop - 4

## Results:

- It's imperfect (so what?)
- “When you come to a fork in the road, take it.” Yogi Berra
- Everyone, together see the same “whole” picture
- Everyone sees the same PBL.

This gives transparency

This enables inspect & adapt

This allows to act and learn from action (working product)



# Business Value

Like Love.

Everyone talks about it, but no one knows what it really means.

But they do have a feeling  
("Feelings, nothing more than feelings...")

One conclusion: It's hard, so we need to learn more about it.  
Continually.



# Business Value - 1

Business Value is important (who knew?)

It is highly variable, and tricky.

BV affects motivation

80-20 Key Principle

We expect it to change

It doesn't always turn out the way you expected



# Business Value - 2

We used to do the 100%-100% rule  
(yes, I simplify)

We found it hard, so we tried to ignore  
it, and let “the steering committee” do  
that stuff

We pretended that love would always  
stay the same (I mean, business value).

We pretended they would never say  
“Now that I see, it’s not what I want”  
(Hahaha. But you see what I mean...)



# Business Value - 3

We postulate: Useful to think of

- a. “overall BV” (the main things, simple)
- b. BV at the user story level, where we can make decisions

Is this theory proven? It seems to work.



# Business Value - 4

Identify Top 3-5 Drivers.

- Like OKRs, KPIs, metrics
- Measurable

Why?

- Clarifying
- Unifying (One Direction!)
- Motivating
- We can learn (soonish) by measuring in 9 mos.



# Business Value - 5

BV Points per story

- PO + 4 BSHs
- Wideband Delphi Expert Estimation

Why?

Lots of reasons...





# Business Value - 6

Why?

- Not perfect (so what?)
- Fast
- Enables knowledge sharing
- Enables learning
- Gives Transparency (enables more learning)
- Vote & learn later with feedback
- Vote & learn later when release
- Enables better 80-20 execution

