



## **The Developing Developer**

As a Developer you know how to do the coding so you know how to manage the client relationship so your code matched the client's need.

Do you?

It is just logic, isn't it?

- We ask the client what they want to achieve.
- We think about the possible solutions, discuss them and their implications, give a quotation, get agreement and – job done.
- Then, on to the business of producing the solution.

It's not quite that simple.

This workshop breaks that into manageable bits, so what is produced does the job expected, while being within:

- the client's agreed cost
- your costs, with minimal rework and risk to give maximum returns
- the promised timelines.

This workshop guides the aspiring technology professional with a checklist without which achieving all the above is problematic.

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### **Objective:**

A one day workshop that helps develop effective project interface at the outset of the client relationship that :

- results in fewer workarounds and delays
- introduces sound risk management
- quickly develops client confidence and trust
- develops guidance for a realistic critical path
- manages project communication effectively and unambiguously.

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### **Target audience:**

Aspiring software developers, and all those new to managing the process of gathering client specifications effectively.

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**Cost:** €2,400

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## Course content:

Participants will learn some handy tools and methods that refine client interface to ensure they:

- **Speak to the right people representing the client** – and if not how to make sure they can, and are – without ruffling feathers.
  - **Find the real purpose behind the project** so they deliver to actual need and not perceived need - and how to develop the trust that will enable them to find that out.
  - **Define specifications accurately** – and show how to not just do so, but how to record the process effectively to avoid any misunderstanding.
  - **Understand the full ramifications of:**
    - Regulatory compliance
    - Internal compliance
    - Contractual obligations external to the client
    - Other projects or commitments
    - Workflow requirements
    - Remote workers and shift workers
    - The corporate calendar
  - **Manage User Data effectively** - and show principles that minimize the risk of data loss.
  - **Manage the integration of their project into the overall client company structure** - and if they think that is not relevant, the perception of the project success is dependent upon it.
  - **Have effective UAT** - there is a clue in the name: ‘*User Acceptance Testing*’.
  - **Integrate Lessons Learned** – in future projects, and by guiding learning in the client organisation as a ‘Value Add’.
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## Course details:

6 hours workshop time with added periods for breaks and lunch

Mobile phones used only during breaks

Maximum attendance 12 people

Full course notes supplied

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## Client provides:

Venue

Catering

Digital Projection facilities