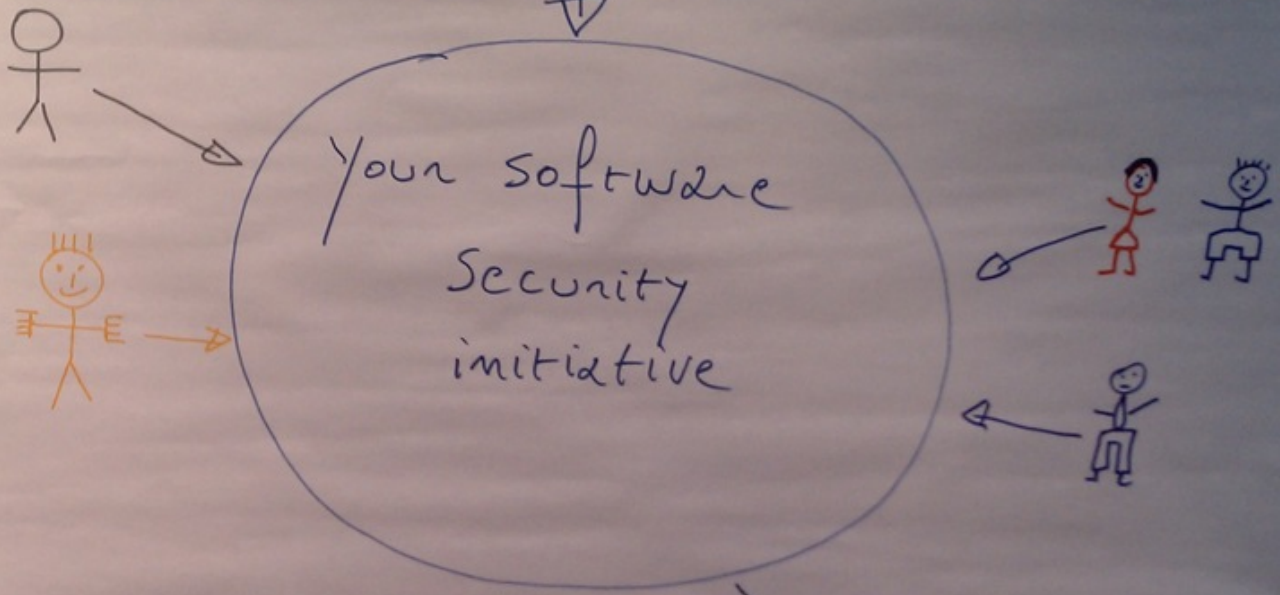


Selling Software Security
in your organisation

Written and Directed by: Johan Peeters
Pascal Van Launenberghe

Starring: YOU

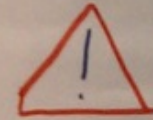
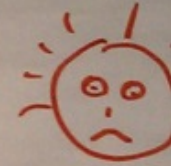
this workshop



next year's workshop

RESISTANCE

TO



CHANGE

is highly overrated

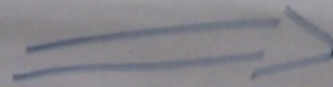
IT MAKES SENSE TO RESIST

when...

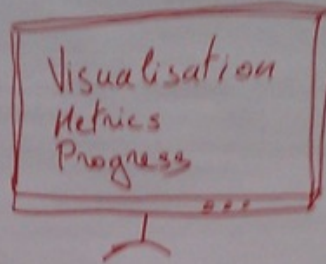
- The wrong problem is being solved
- There is no clear vision of the solution
- I don't see the benefits
- This is going to increase our risk
- It's more likely to harm than to help me
- I don't see the path to the solution
- I'm not sure everybody is committed
- I'm not sure we have the ability to do this

A3 REPORT

Situation
Stakeholders
Impact



Vision
Stakeholders
Benefit



Approach



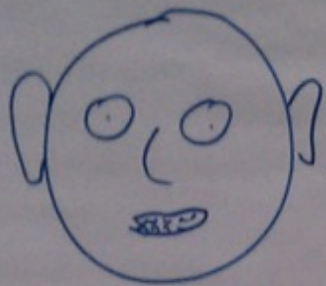
Steps

- ~~~~~
- ~~~~~
- ~~~~~
- ~~~~~

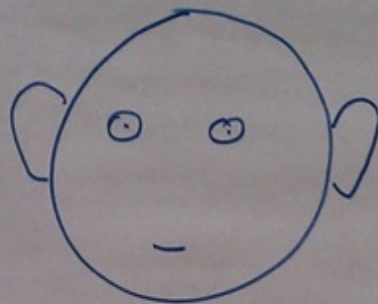
A3 PROCESS

- GOAL → REPORT FORMAT
- DRAFT REPORT
- CONSULT WITH MANAGER (EXPERT PROBLEM SOLVER, COACH, TEACHER)
- CONSULT WITH STAKEHOLDERS (IMPACT, BENEFITS, FEARS)
- KEEP GOING UNTIL CONSENSUS (CONSENSUS is not COMPROMISE)
- FORMAL GO!
- KEEP EVERYONE INFORMED (Visualisation, metrics, progress)

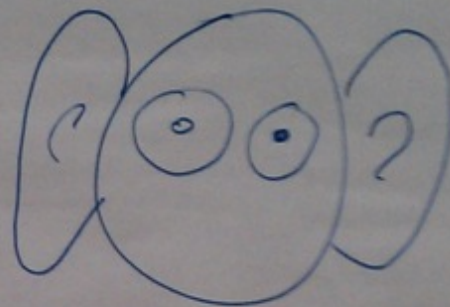
- Understand situation and stakeholders
- Situation and impact described
- Vision and benefits described
- Progress tracking agreed
- Draft report reviewed
- Approach defined
- Session reviewed



Client



Coach



Observer

OPEN

⇒ Stories

CONTROL

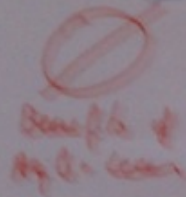
⇒ Facts

CONFIRM

⇒ YES/NO

A3 A3 REPORT

Situation



Benefits of
Agile team



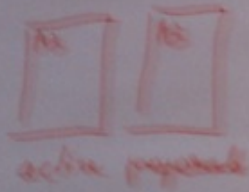
Not full
on work



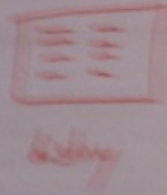
Vision



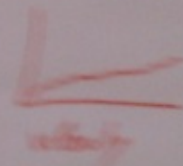
Visualization



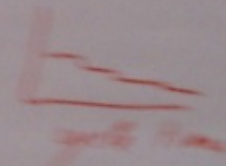
active proposals



History



activity



goals time

APPROACH

- Trial period 2 months
- Team + etc coached
- Use in team first
- Has 2 proposals active
- Present results
- Enable other teams

STEPS