

Words of Wisdom

Based on LESSONS LEARNED, some words that I like to live by, and to share.

1. A turtle only moves ahead by sticking out his neck.
2. Never strike if you can honorably avoid striking. [The key word is honorably.] But never strike softly.
3. Give the customer more than he paid for, but less than what you would do for yourself.
4. For a manager: if you don't make mistakes, you are not doing your job.
5. Choose success over being right.
6. Happiness is what you have; unhappiness is what you don't have.
7. Always attempt to replace "but" with "and" before using.
8. Never forget the 80/20 rule – and how universally it can be applied.
9. A variation of the 80/20 rule: Spend 80% on the problem and the solution will only need 20%.
10. Seek win-win solutions as a 1st choice, not compromise.
11. Figures don't lie, liars do figure.
12. Teach concepts rather than steps.
13. Never stop learning, never stop exploring.
14. Always answer the question, "What's in it for me?", before it's asked.
15. Do not sell features, sell benefits.
16. Don't fight change, use it.
17. Re-use whatever you can (code, customers, markets, etc.)
18. Modular development is goodness and leads to re-use.
19. Understand enough to challenge the experts.
20. Less is more.
21. Don't just write it, document it.
22. A key element to successful multi-tasking is compartmentalizing – the ability to put something away and pick it back up, exactly where you were instead of starting all over again or in the middle.
23. Vision, Strategy, Planning...and Implementation
24. Use spreadsheets, graphics, and databases to get to your point and to illustrate it
25. Paranoia is an asset in information assurance/security
26. A 1/2/3-hour training presentation should leave the audience with just 3-5 key points
27. In design, everything must support the message, otherwise leave it out or change the message
28. Feedback is good
29. Consistency and repetition build better understanding, retention, affinity.
30. Being able to manage your manager is just as important as being able to manage your subordinates.
31. The Circular Economy is the answer to the Linear Economy
32. Double-check is goodness, Triple-check may be even better
33. Consider asking questions instead of giving orders
34. 'Can you help me get more comfortable with that?'
35. The KISS principle (Keep It Simple, Stupid) states that most systems work best if they are kept simple rather than made complicated; therefore, simplicity should be a key goal in design, and unnecessary complexity should be avoided.
36. You prove your cleverness by how simple your solutions are.
37. People you report to (including customers) appreciate short summaries in language they can understand.
38. When writing, start with a problem or statement that your audience recognizes.
39. Never hesitate to start, you can always re-write and/or re-structure as you go. Just get started.
40. Just because you told them doesn't mean they know.
41. Communications are good when the message received is the same as the message sent.
42. The best time to do something important is between yesterday and tomorrow.
43. Wisdom doesn't necessarily come with age. Sometimes age just shows up all by itself.
44. To seek perfection is goodness; to believe one can achieve it is foolish.

