

HAVE I REALLY BEEN DOING THIS SINCE 2008?! WHAT OVER A DECADE HAS TAUGHT ME

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LESSON 1: Come to the Table with Only Questions

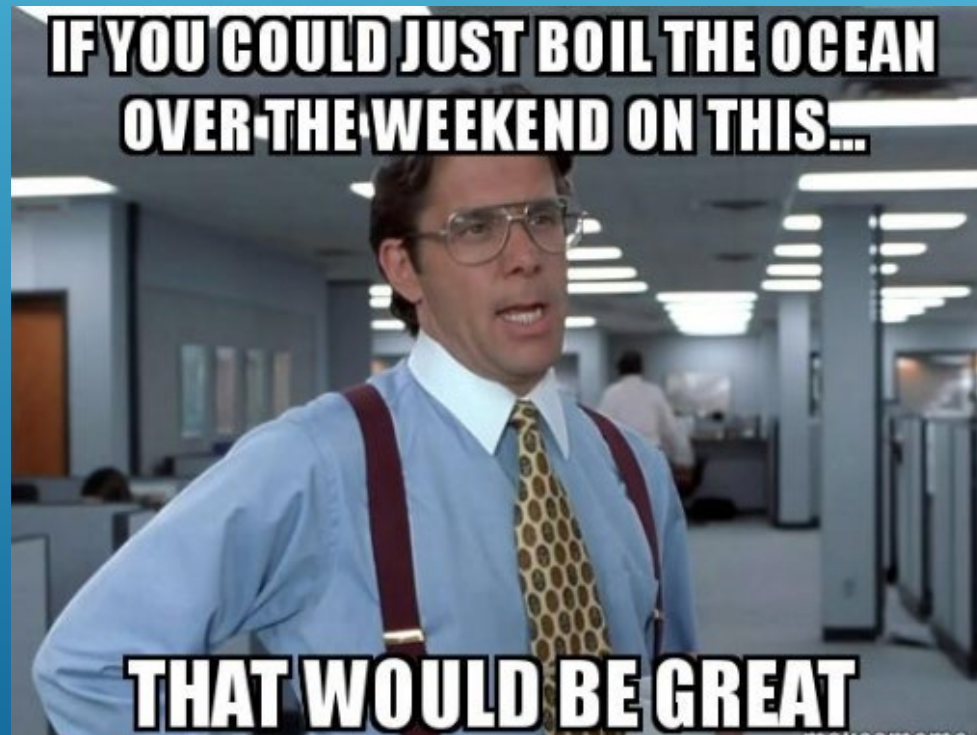
Oooh, sorry but you are out of refills on this Know-It-All prescription.

Looks like you're just gonna have to listen and shut up.



LESSON 2: Focus on the Business Process

Every organization has infinite data shortcomings. Keep discussions focused on the important drivers of value.

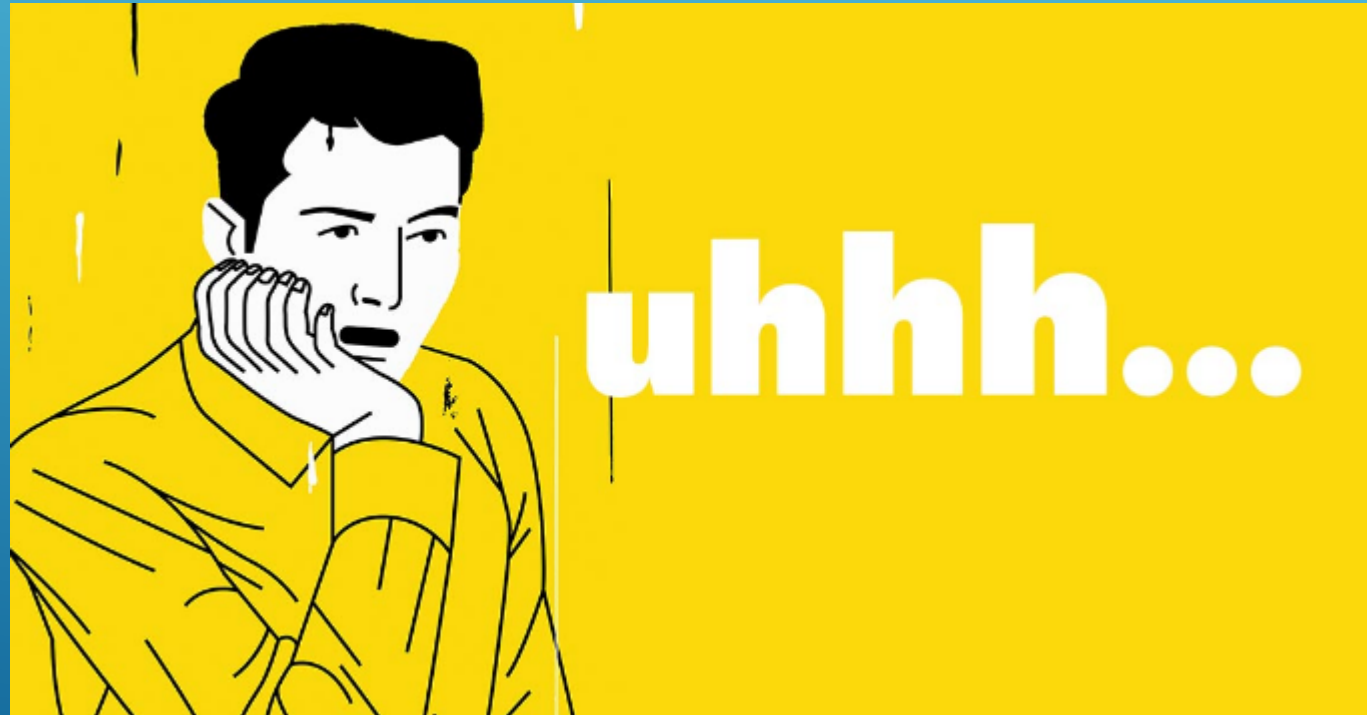


LESSON 3: Document how You are Adding Value

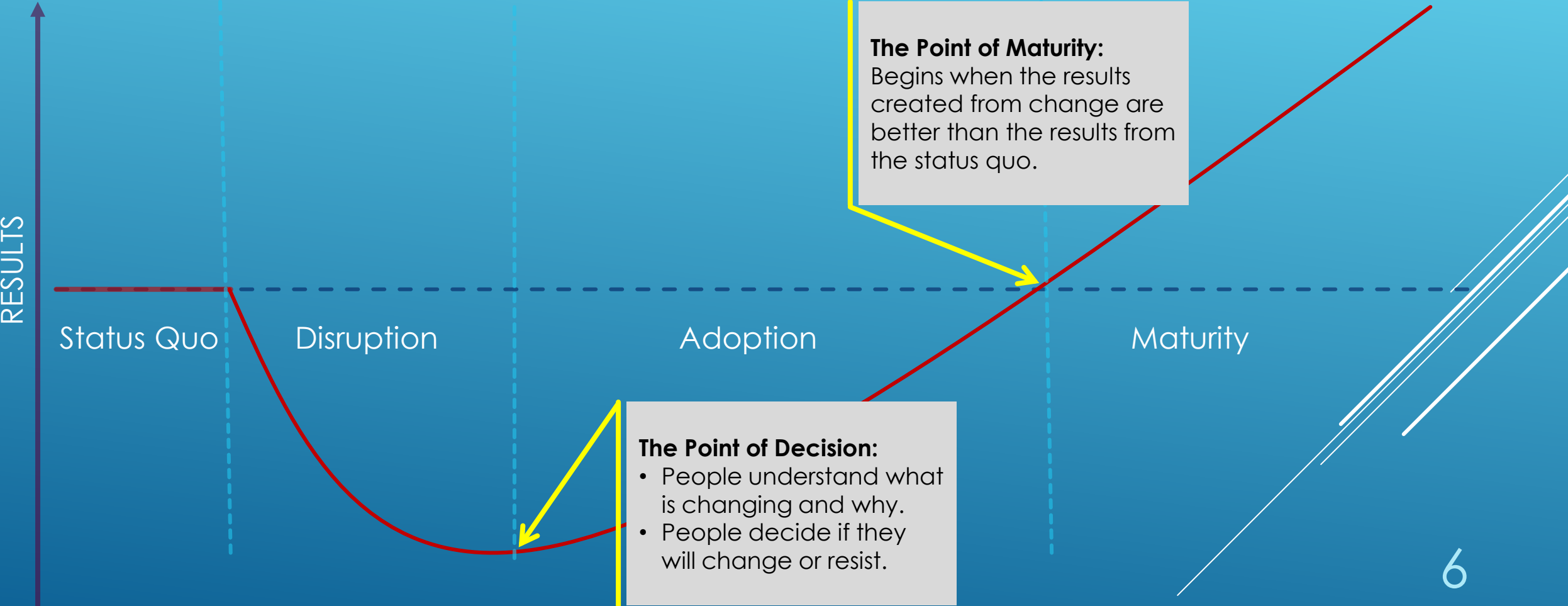
Understand that from the beginning, you have to demonstrate progress.



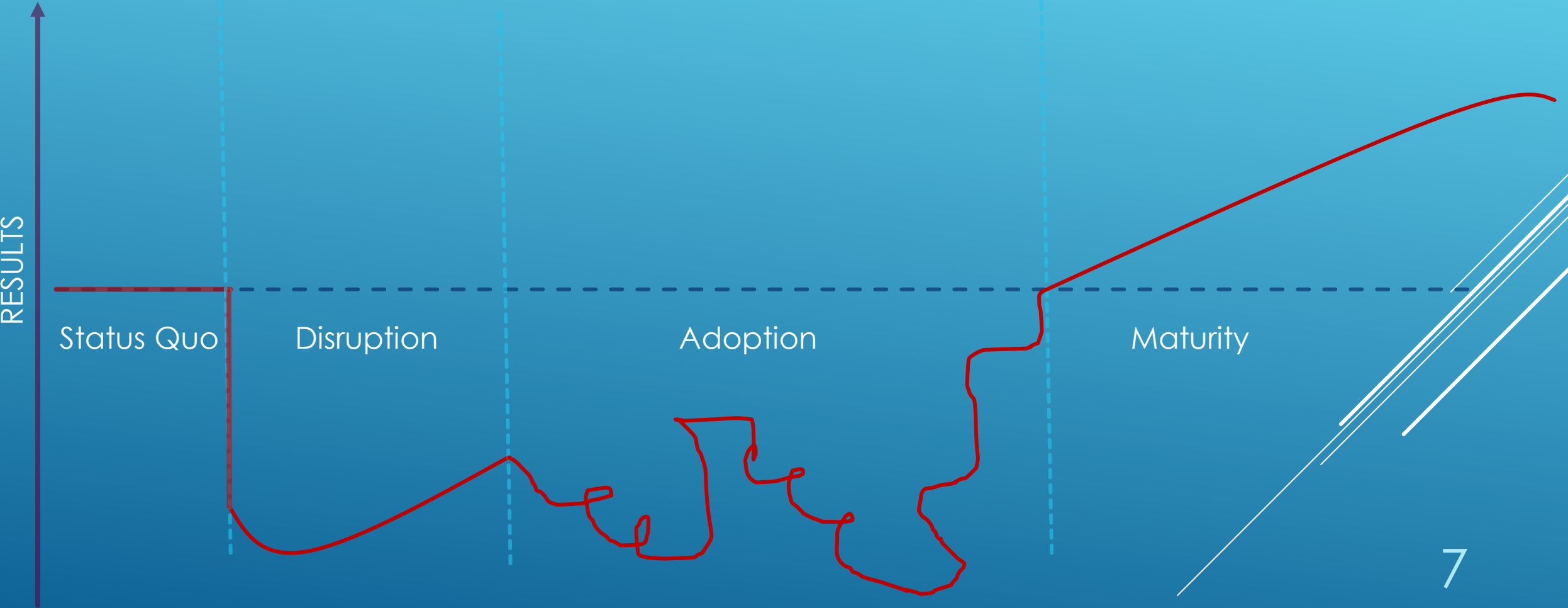
LESSON 4: Don't Overwhelm the Organization with too Many Rules and Mandates



LESSON 5: Be the Patient Change Agent



LESSON 5.1 Practice Patience



LESSON 6: Management Must Give You a Budget and It Must Rely on the New System's Reports and Analysis

The organization must accept only reports and output from the new system

LESSON 7: Understand That Benefits Can Extend Beyond Better Data and Analytics

LESSON 8: Don't Ever Meet with a Software Vendor Unless You Have Detailed Requirements



LESSON 9: Don't be Afraid to Find an Agency that Is Using Data in Similar Ways to Your Own



LESSON 10: If You Do Your Job Correctly, Your Value is Unquestionable

