

# Real Data Engineering

A serious, systematic, logical and quantified, value-driven 'engineering' approach to all data matters, as part of a larger systems engineering approach.

**Monday, May 6, 2019**

**Teknologihuset Pilestredet 56 · Oslo**

17:15 – Tom Gilb – Real Data Engineering – part 1

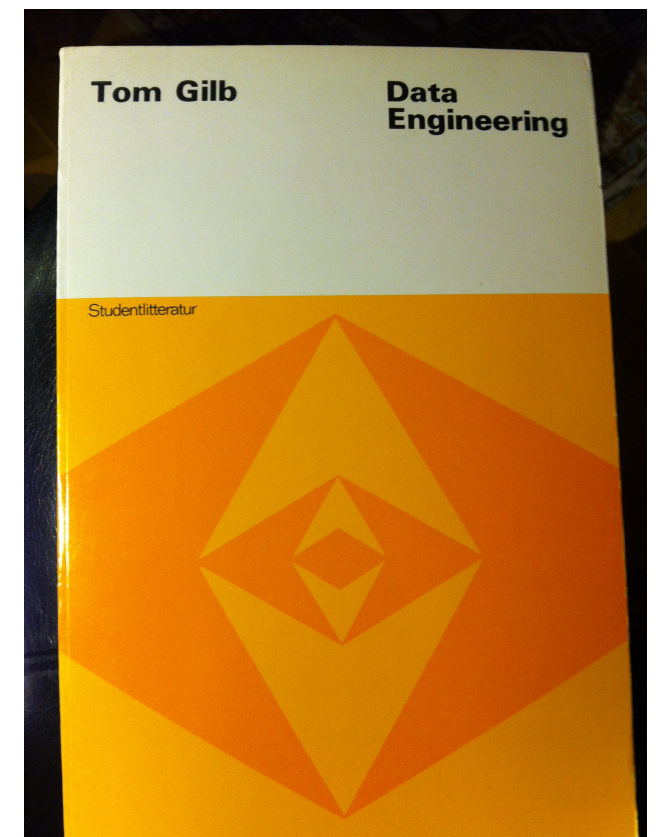
18:00 – break

18:15 – Tom Gilb – Real Data Engineering – part 2

[tom@gilb.com](mailto:tom@gilb.com)

[@ImTomGilb](https://www.instagram.com/ImTomGilb)

[www-gilb.com](http://www-gilb.com)



**1976**

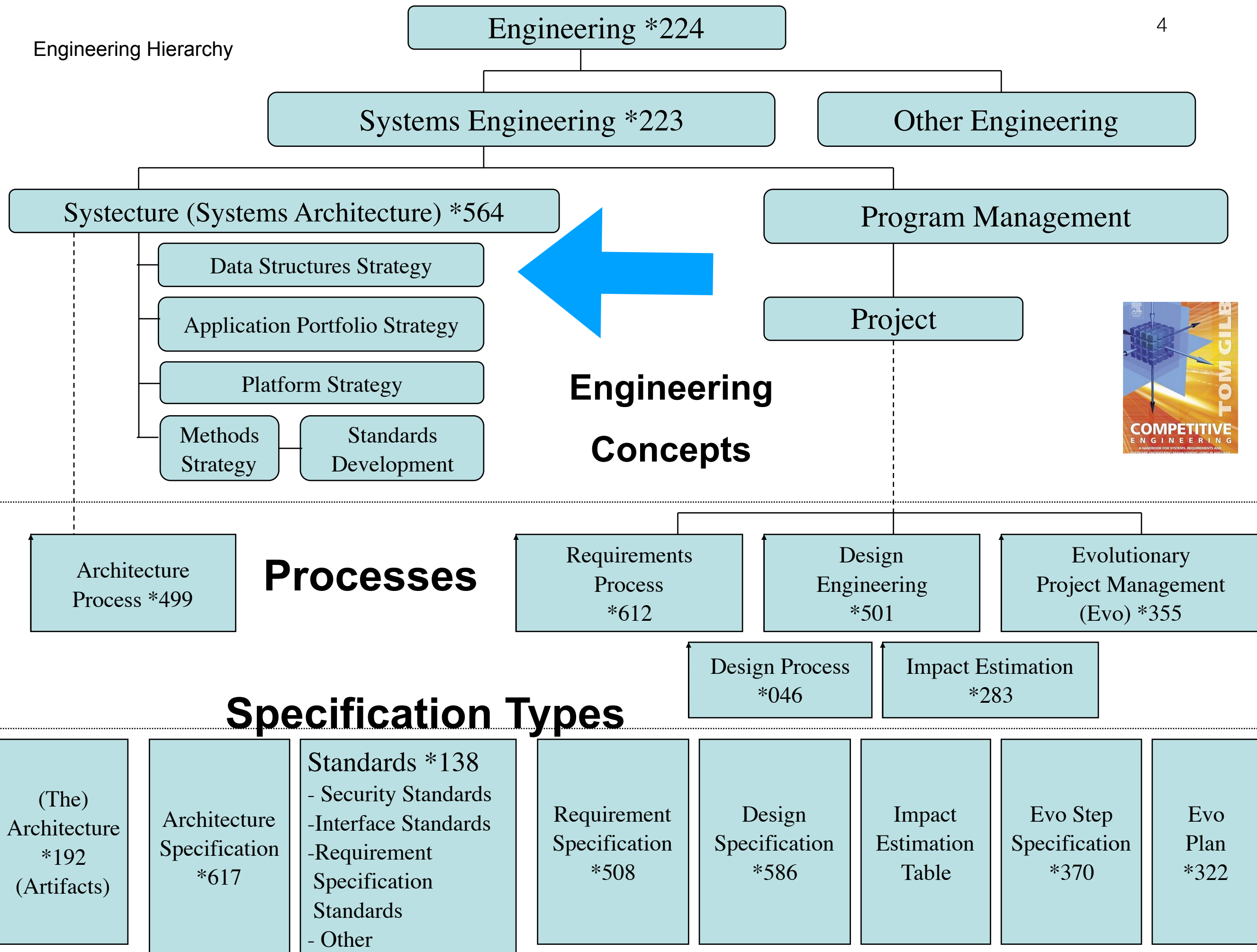
# **Talk Plan:**

## **45 + 45 minutes**

- 1. Data Engineering as a subset of 'systems engineering' (i.e. with hardware, netware, logicware, dataware, and peopleware),**
- 2. Defining 'engineering' - properly. The Prof. Billy Koen approach.**
- 3. The components of a systems engineering process, and a Data Engineering process:**
  - a. quantified multidimensional qualities requirements, and resource-constraints, (quantify 'security', 'AI decision transparency', 'Big Data Portability')**
  - b. detailed-enough data architecture, in order to understand corresponding data attributes,**
  - c. estimates of potential data-architecture impacts on multiple requirements. Side effects.**
  - d. computable, dynamic, priority of implementation, (a values-to-costs, wrt risks, decision)**
  - e. data architecture decomposition methods, (to prioritize critical results early)**
  - f. measurement of incremental data-architecture effects. (to keep the ship on course)**
  - g. dynamic design-to-cost, agile, architecture-process, like 'IBM Cleanroom', Quinnan**
- 4. A systems-engineering (= data engineering) language (Planguage) for modeling data-engineering processes and problems.**
- 5. Examples of how to always quantify all critical data architecture qualities requirements.**
- 6. How can you learn to qualify as a real data engineer? (Universities do not teach it!)**
- 7. Understanding data engineering stakeholders as a source of requirements.**

# 1. Data Engineering as a subset of 'systems engineering' (i.e. with hardware, netware, logicware, dataware, and peopleware),

	Dataware	Logicware	Netware
	Data Formats	Algorithms	Data Transfer Protocols
	Data Structures	Programming Languages	Network Package Formats
	Data Concept Glossaries	Logic Libraries	Network Rules Laws Agreements

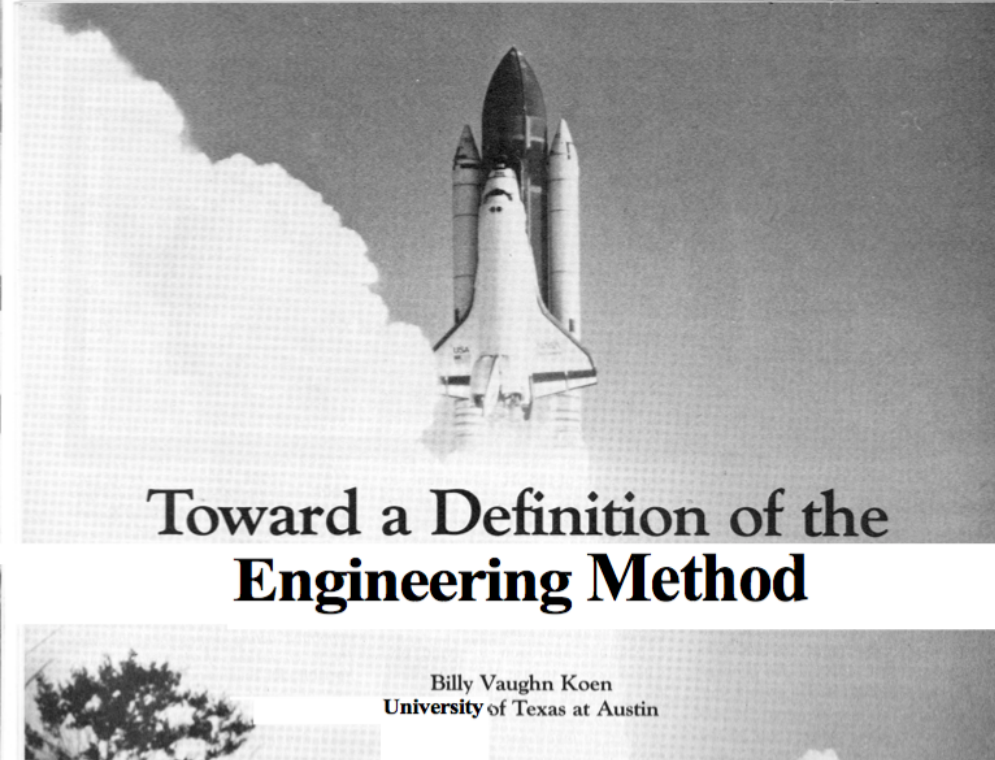




# **WHAT IS REAL SOFTWARE ENGINEERING?**

It is NOT about ‘coding’

## **2. Defining ‘engineering’ - properly. The Prof. Billy Koen approach.**



# Engineering is

*“The engineering method is the use engineering heuristics to cause the best change in a poorly understood situation within the available resources.”*

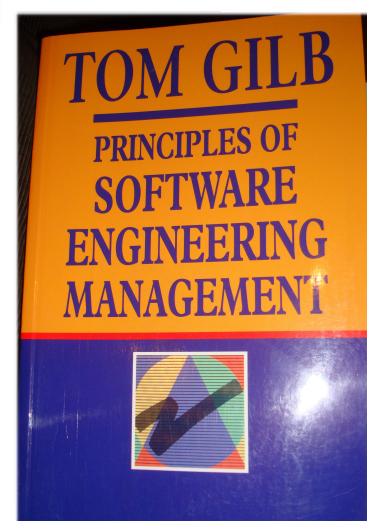
*Prof. Billy Koen*

[\*http://www.me.utexas.edu/~koen/\*](http://www.me.utexas.edu/~koen/)



The engineering method is  
(Gilb, Planguage Glossary)  
Concept \*224 June 28, 2003

- an Evolutionary Process,
- using practical Principles,
    - in order to determine,
  - and *identify the Means* to deliver,
    - the best achievable
- Performance and Cost levels  
balance,
- for optimal Stakeholder  
satisfaction,  
in a complex risk-filled  
environment.



# Software, subset: 'Dataware'

Concept \*570 March 12, 2003

Software refers to the  
'non-hardware' aspects  
or components  
of a system.

It specifically includes

- computer programs,
- **data (computer readable files and databases),**
- and software documentation and
- plans (any form of specification or plans made by people concerning software).

•



# Software Engineering

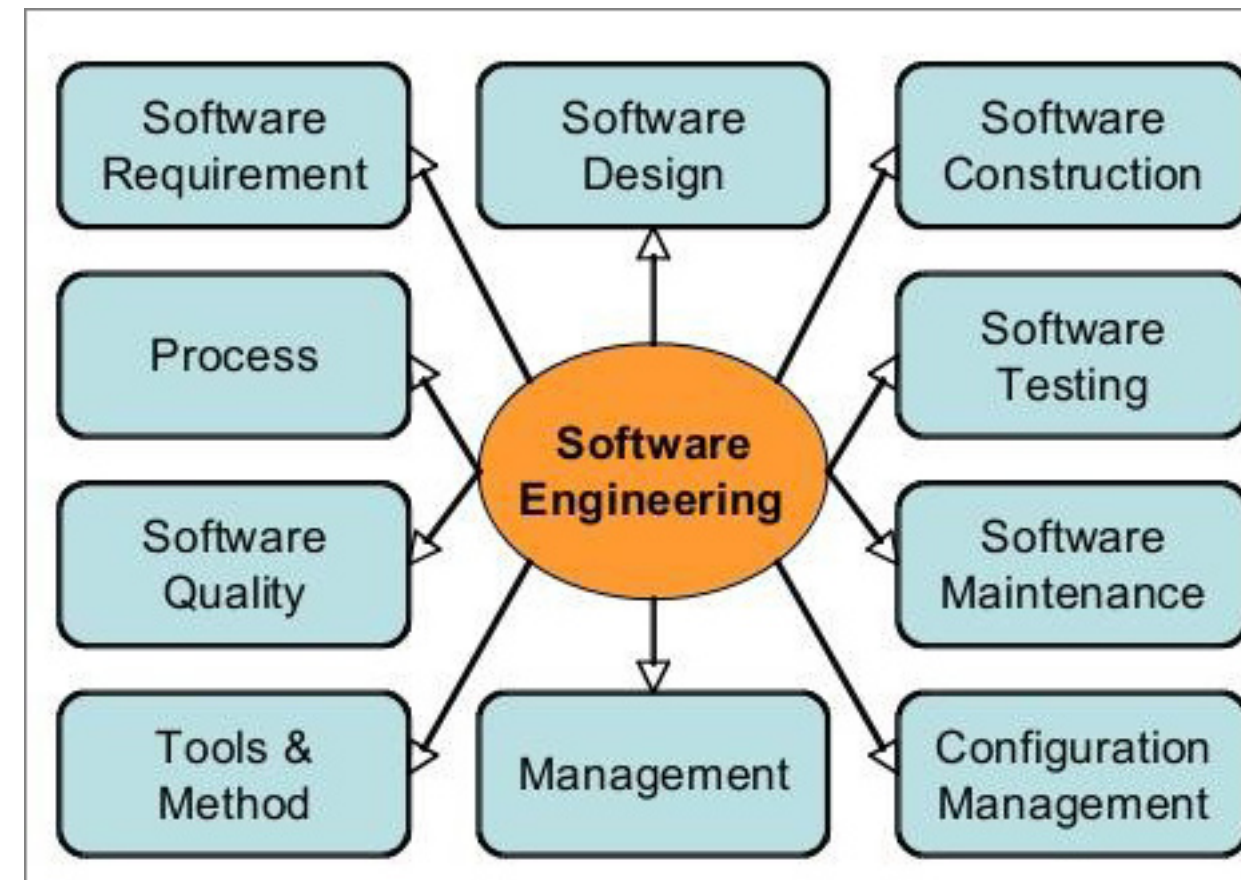
Concept \*572

the discipline of making software systems deliver the required value to all stakeholders.

Software engineering includes determining stakeholder requirements, designing new systems, adapting older systems, subcontracting for components (including services), interfacing with systems architecture, testing, measurement, and other disciplines.

It needs to control computer programming and other software related sub-processes (like quality assurance, requirements elicitation, requirement specification), but it is not necessary that, these sub-disciplines be carried out by the software engineering process, itself.

The emphasis should be on control of the **outcome** - the **value** delivered to stakeholders, not of the performance of a craft.





# Software Engineer: Concept \*571

- A software engineer is an **engineer with specialty in software**.
- They are characterized by the ability to
  - assemble software components **based on quantified attributes**.
  - This ability is aimed at the need to meet multiple quantified requirement performance levels, within specified resource constraints, and other constraint limitations.
- Consequently software engineers think in terms of
  - measurable system performance (including quality) characteristics, and costs for design, implementation, decommissioning, adaptation, and operation.
  - They know how to access the multiple quantified attributes of a **design** component
  - and how to **measure** these attributes in the systems they engineer.

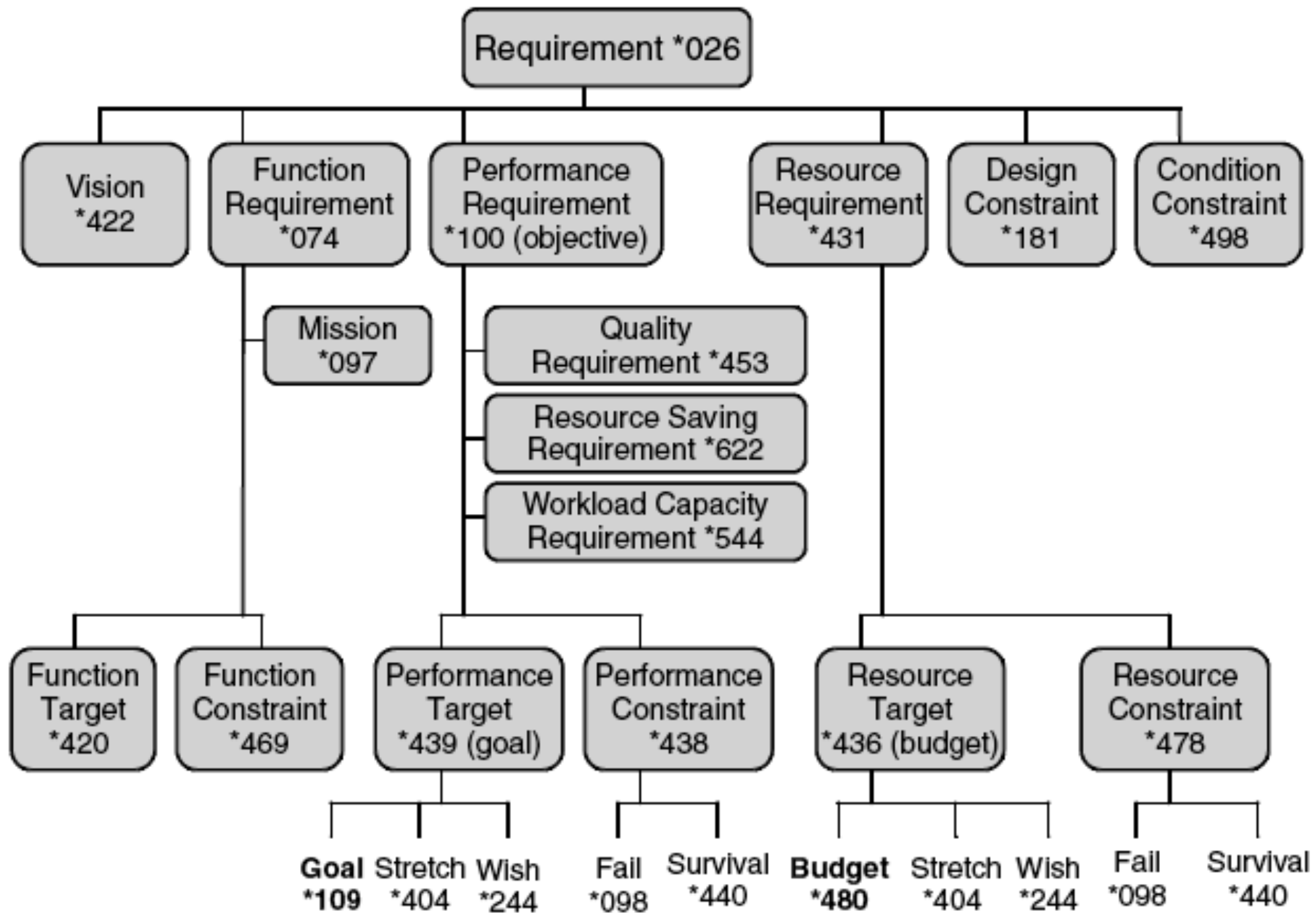
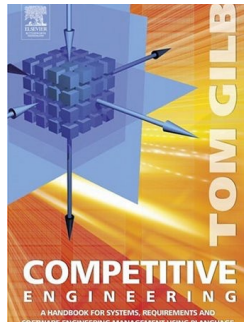


**A Data Engineer, 'Dataware Engineer'  
is a software engineer  
with speciality in DATA,  
as opposed to other software disciplines**

### **3. The components of a systems engineering process, and a Data Engineering process:**

# 'System' and thus Dataware *Requirements*

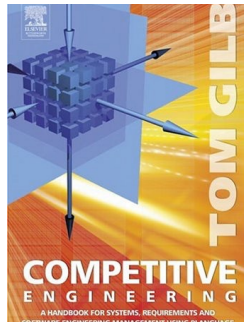
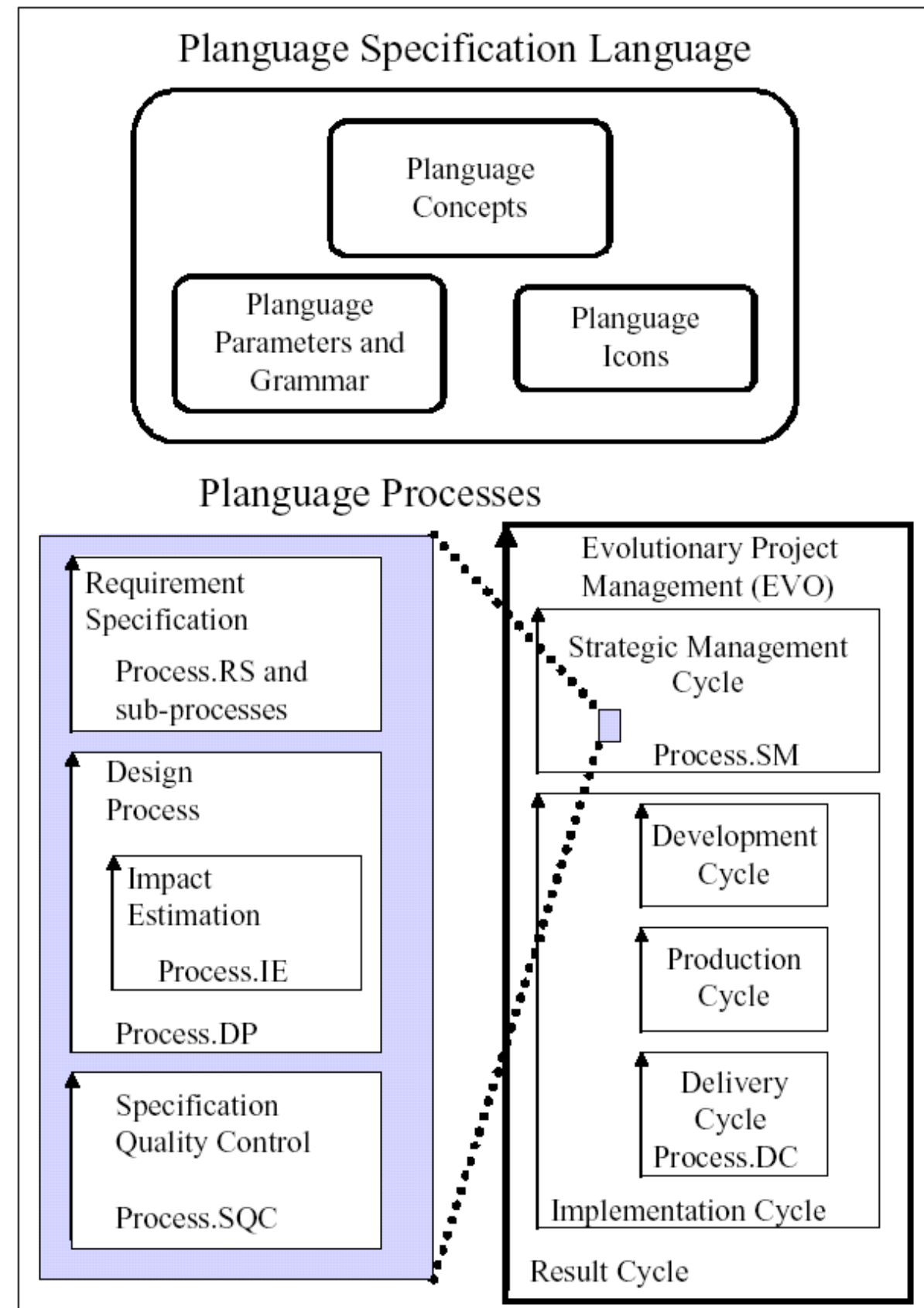
Planguage Concept Glossary 401



**Figure G20**  
Requirement Concepts.

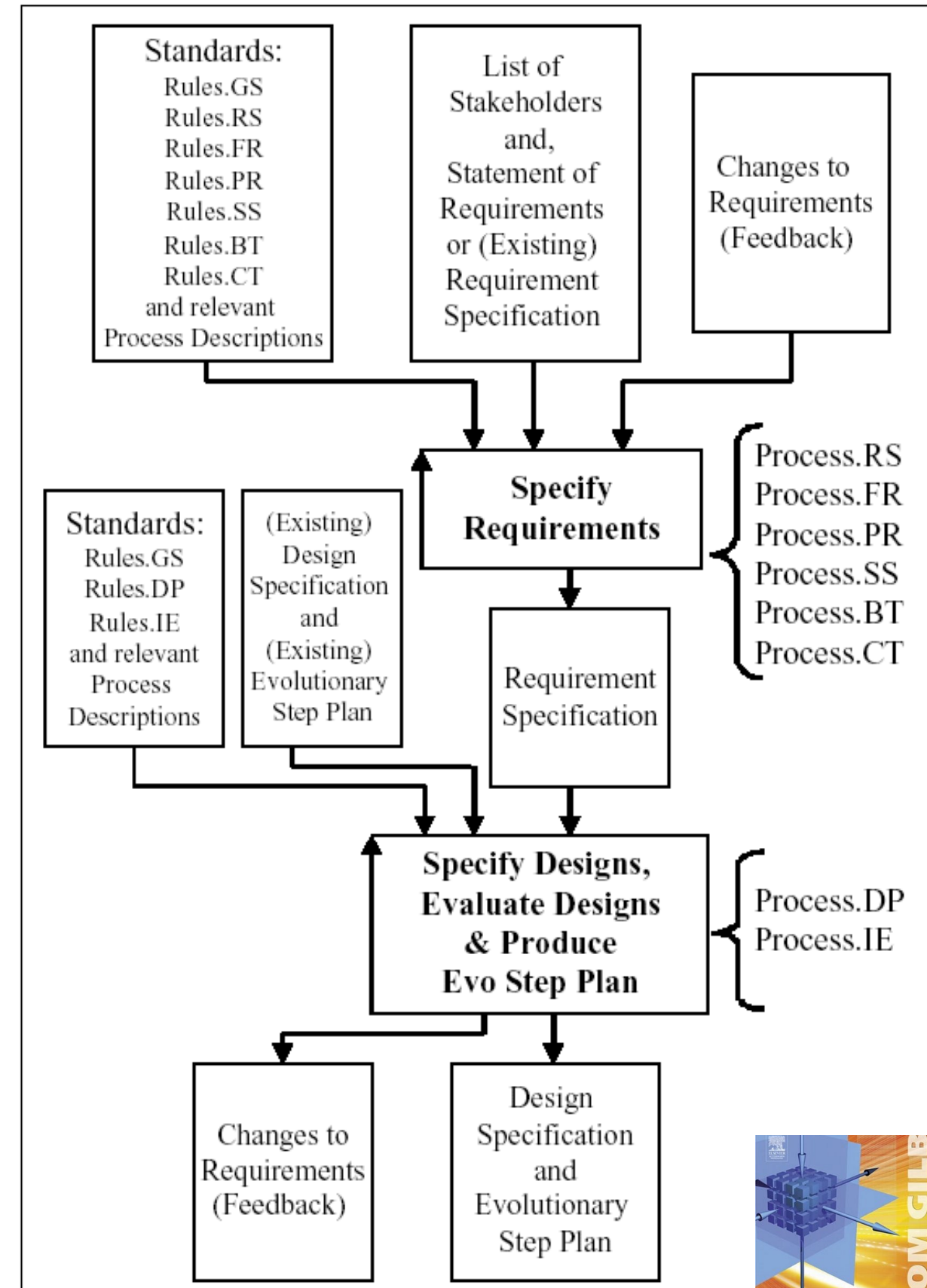


- Uses =
  - Systems Analysis
  - Requirements
  - Contracting specs
  - Design - Architecture
  - Presentation
  - Spec Quality Control
  - Project Management



# Standards, Best Practices, Defined Processes which apply to Data Engineering, as well as all other related engineering

- Generic Ends-Means process
- Well-defined standards
  - Specification rules
  - Requirements and design processes
  - One page - modules
  - Reuse of generic standards
- Suitable for
  - Top management strategy
  - Marketing product plans
  - Software engineering
  - Systems engineering
    - **Dataware Engineering**
  - Specific engineering
    - Aircraft for example

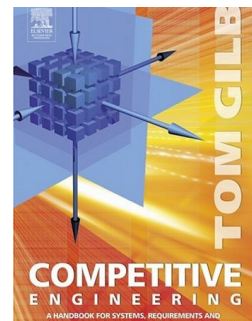
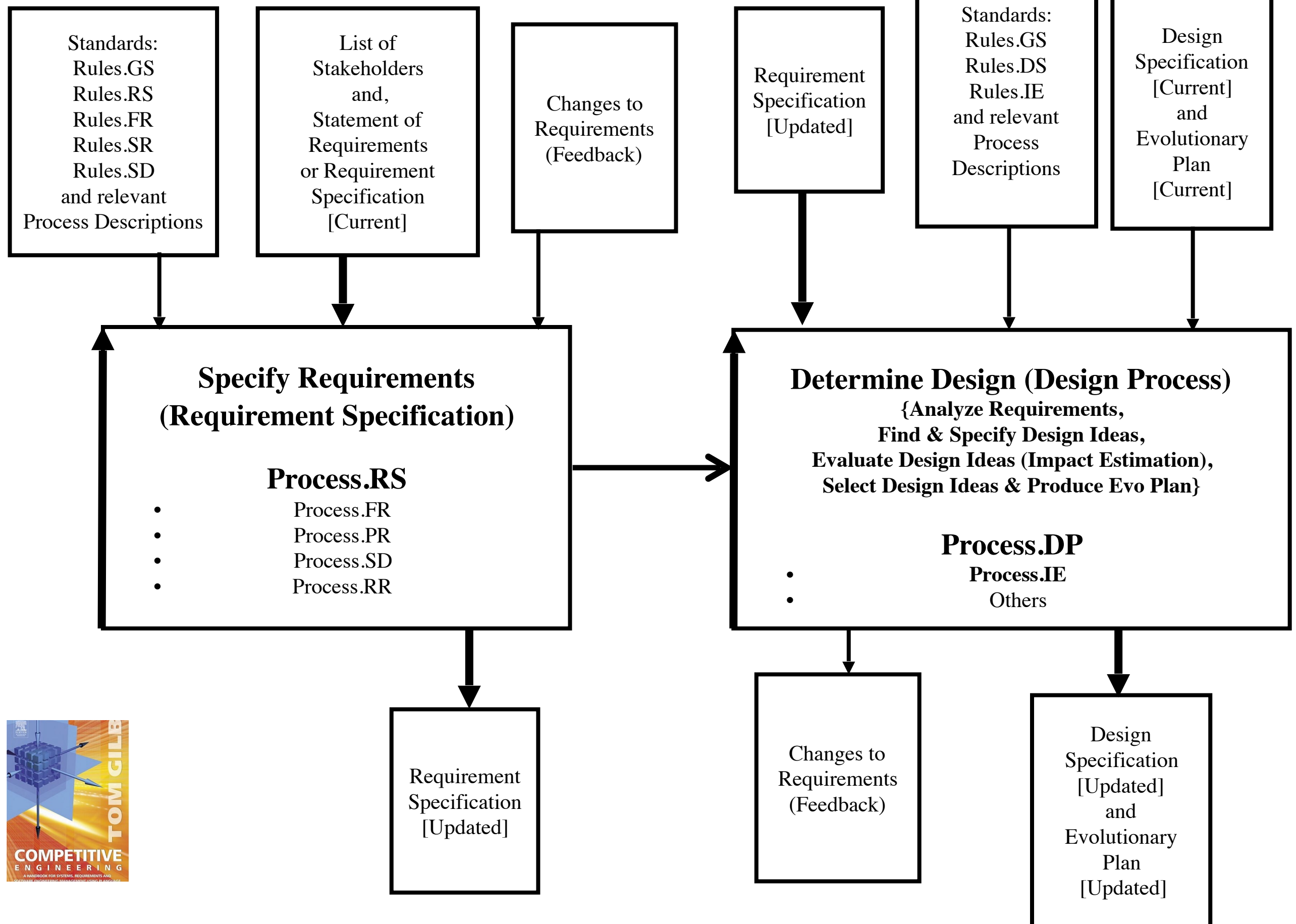


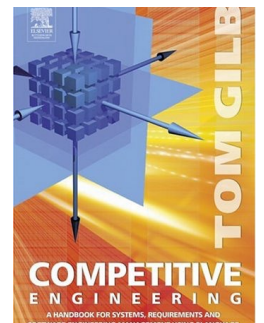
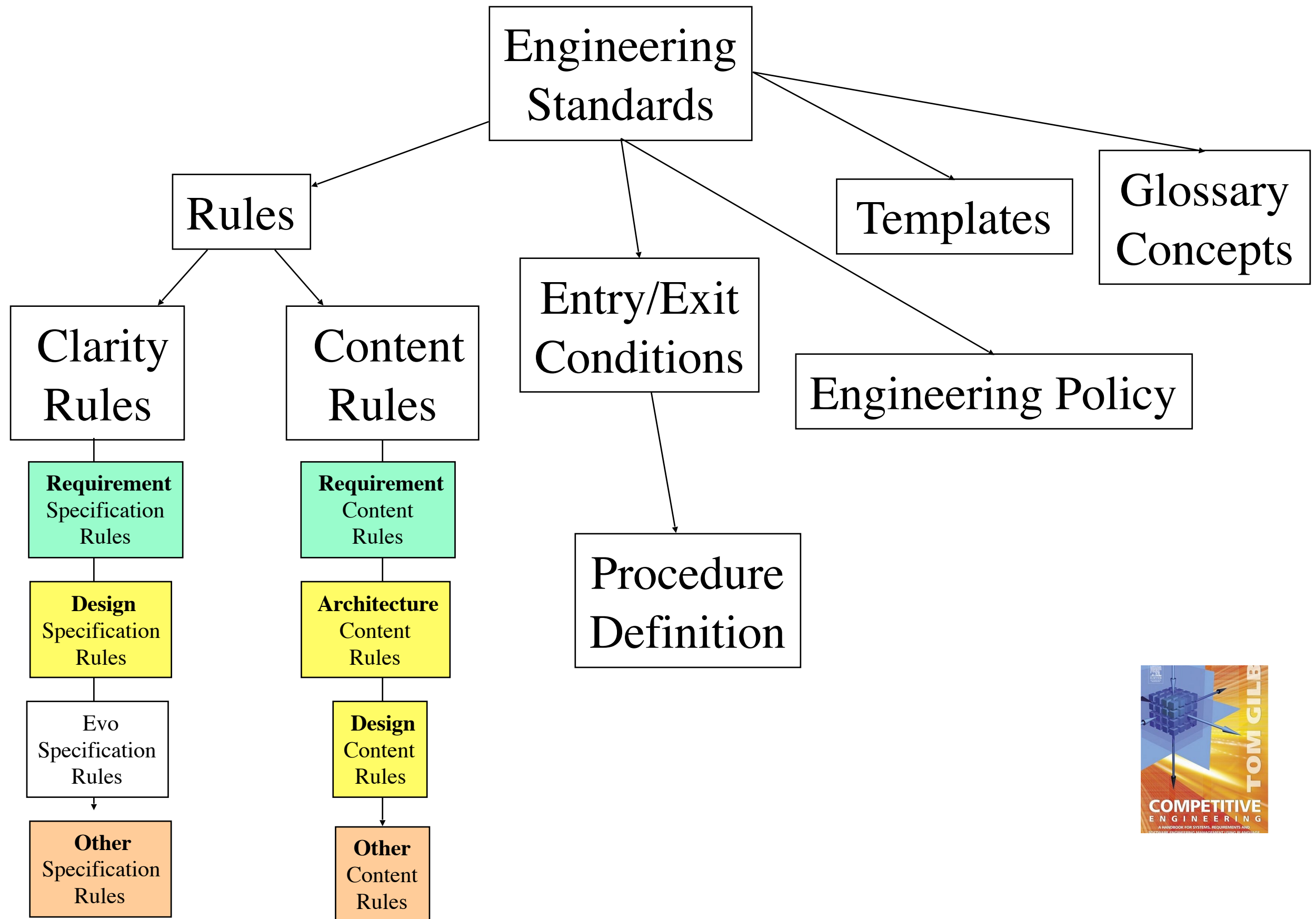
Planguage standards

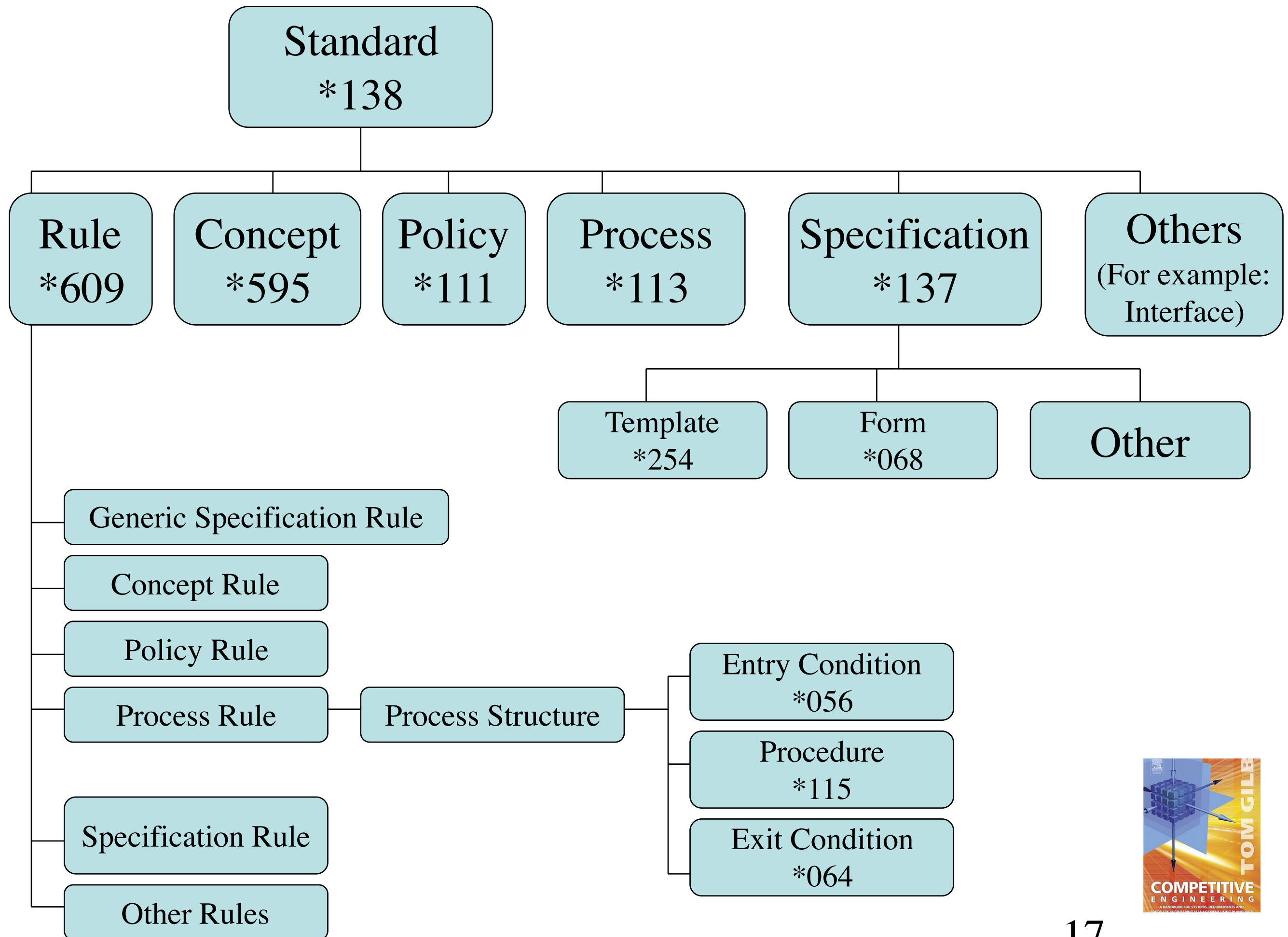


# Requirements and Design

15

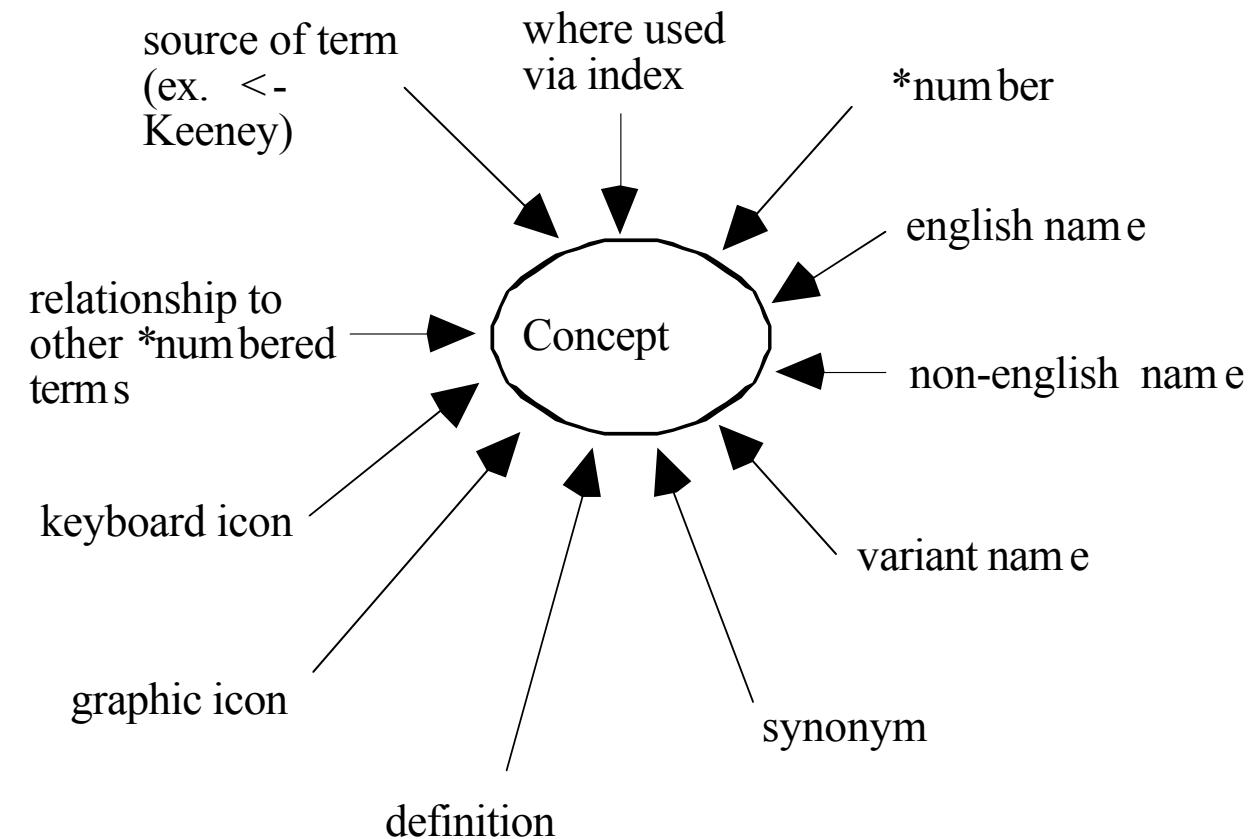






- **Glossary Purpose.**

- The central purpose of this Planguage glossary is to define 'Concepts' – not words.
- These concepts have many 'names' (or 'tags' in Planguage) and attributes.
- The 'names' function as 'pointers' to the concept, but *names do not change or determine the concept itself*.
- Names, numbers and icons merely *cross-reference* the concept.
- The central, universal identification tag of a concept is its unique number, prefaced by an asterisk (\*001 etc.).
- This device is designed to allow and enable full or partial translation to various international languages, and to corporate dialects.





# the Planguage Glossary definition

**Data**                      **Concept \*319 April 17, 2003,**  
 minor edit ('including') 19 Aug 2010

**Data is any form of signal, which humans or machines can *usefully* distinguish from other signals.**

Data is interpreted by some sensing agent, a reader, or a computer, which tries to convert it into useful information.

Data can be viewed as a necessary system resource. Data can also be viewed as a process input and as a process output. Data can be viewed in terms of its function ('to warn', 'to give costs'), volume (bits), and in terms of both cost (cost to acquire, cost to store, cost to keep updated) and performance characteristics (including accuracy, updatedness, credibility, precision, correctness).

Notes:

1. Data is a primary form of input and output to intellectual, and computer-controlled, processes. Data includes {characters, symbols, words, expressions, statements, diagrams}.
2. Data is not random meaningless signals. It is organized for analysis, or for use to help make decision



## a. quantified multidimensional qualities requirements, and resource-constraints, (try to quantify 'security', 'AI decision transparency', 'Big Data Portability')

- **Right to privacy.** Who owns our [personal data](#) and what are we or “they” entitled to do with it? What assumptions can we make about personal data we now share online?
- **The internet age.** We live our lives in a public and digital square where any person, company, or agency around the world can watch us, whether we want them to or not.
- **Security.** Between data breaches and aggressive hackers, will our data ever really be secure? As data continues to grow, so do the opportunities for data breaches.
- **Safety.** Face it, we live in a dangerous world. How do we balance safety with privacy and security at the data level?
- **Trust.** Trust is at the heart of the privacy issue and is the glue that is going to keep the data ecosystem together.
- **Ethics.** Technology has leapfrogged ethics, bringing us to the age-old question of what we can do versus what we should do. A good example is the tricky relationship between [GDPR and artificial intelligence](#).
- **Context.** What is contextually important to you may not be important to me. Let me give you an example: Google Maps. We might both believe it makes our lives easier, but when the street views of our homes show up, my kids show up in the picture and I tell all my Facebook friends – and you become outraged because your dog was in the shot.
- **No borders.** Data, in and of itself, has no country, respects no law, and travels freely across borders. In the digital age, there are no geographical borders. And yet, most governments have attempted to put restrictions on how their citizens' data is used – consider, for example, the [General Data Protection Regulation](#).
- **Transparency.** If important decisions are being made about us based on an algorithm and big data, we have a right to know how the algorithm works and what data is being used. It's outrageous that many of the ways big data is being used is shrouded in secrecy.
- **Global differences.** The internet is a big place, and treating privacy as a US issue ignores the global reach of technology companies, and the long arm of government agencies. When we hear about foreign issues, we treat them like they're strange and far away, ignoring the fact that those issues can very quickly come home to roost.

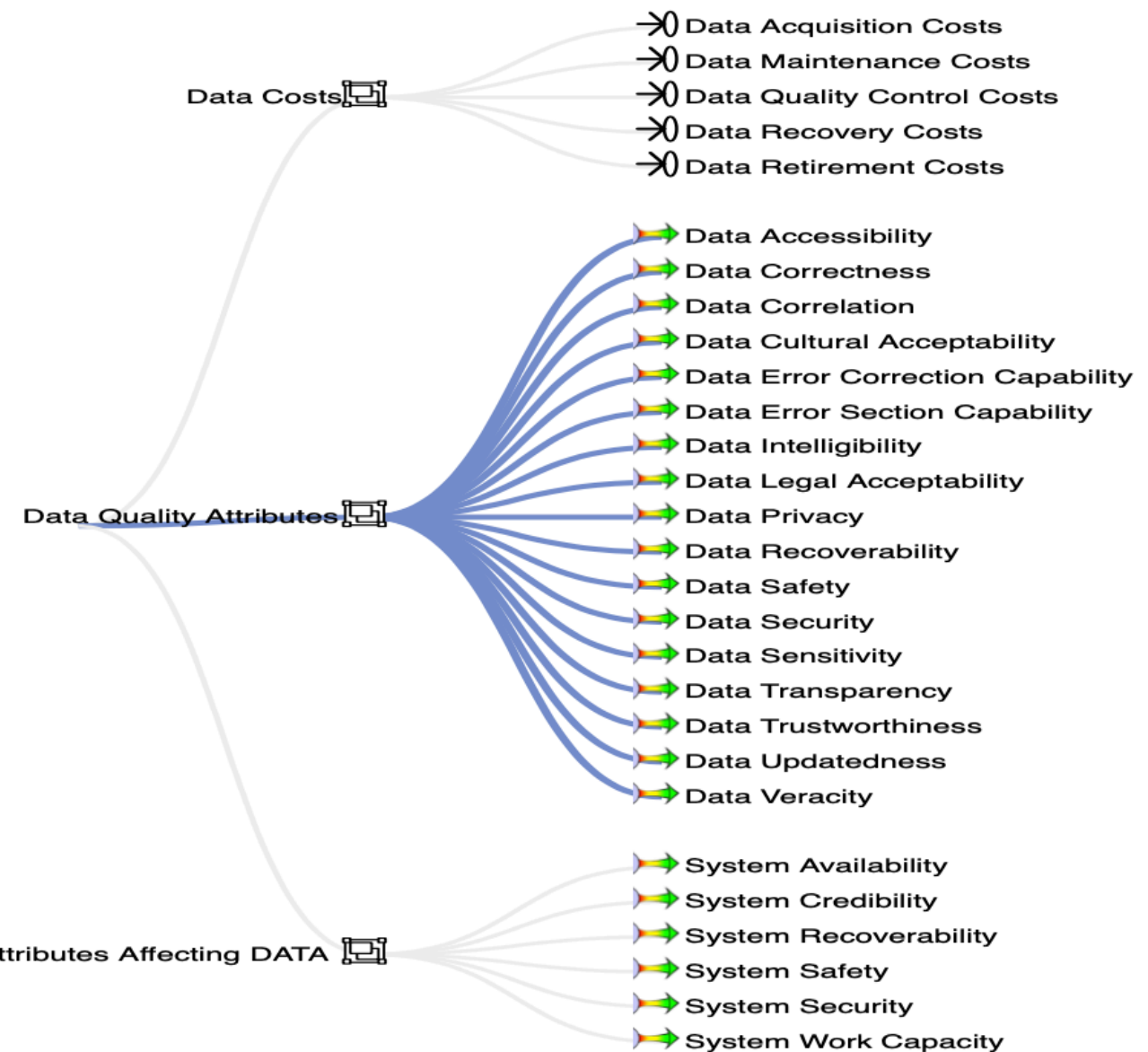


[https://www.sas.com/en\\_us/insights/articles/big-data/big-data-privacy.html](https://www.sas.com/en_us/insights/articles/big-data/big-data-privacy.html)



Data Quality	Data Accessibility	Data Costs	Data Trustworthiness	Data Correlation
Correctness	Security	Acquisition	Transparency	Sensitivity
Updatedness	Privacy	Maintenance	Safety	Veracity
Error Detection	Accessibility	Retirement	Trustworthiness	Correlation
Error correction		Quality Control		Cultural Acceptability
Accuracy		Recoverability		Legal Admissability
Intelligibility				

# Some Data Attributes



**This is Step 1 in Data Engineering  
Identification of Critical Values and Costs**

**You might want to do a Step 0,**

**The identification of your Stakeholders  
(Example EU -> GDPR - Privacy)**

All Data Attributes  
can be testably  
defined, and  
quantified, as a  
basis for real data  
engineering

This simply follows the  
principle that all system  
qualities and costs can  
be well-defined and  
quantified as a basis for  
systems engineering

**‘Testably Defined’:**  
we can unambiguously determine  
that the attribute is present or absent-

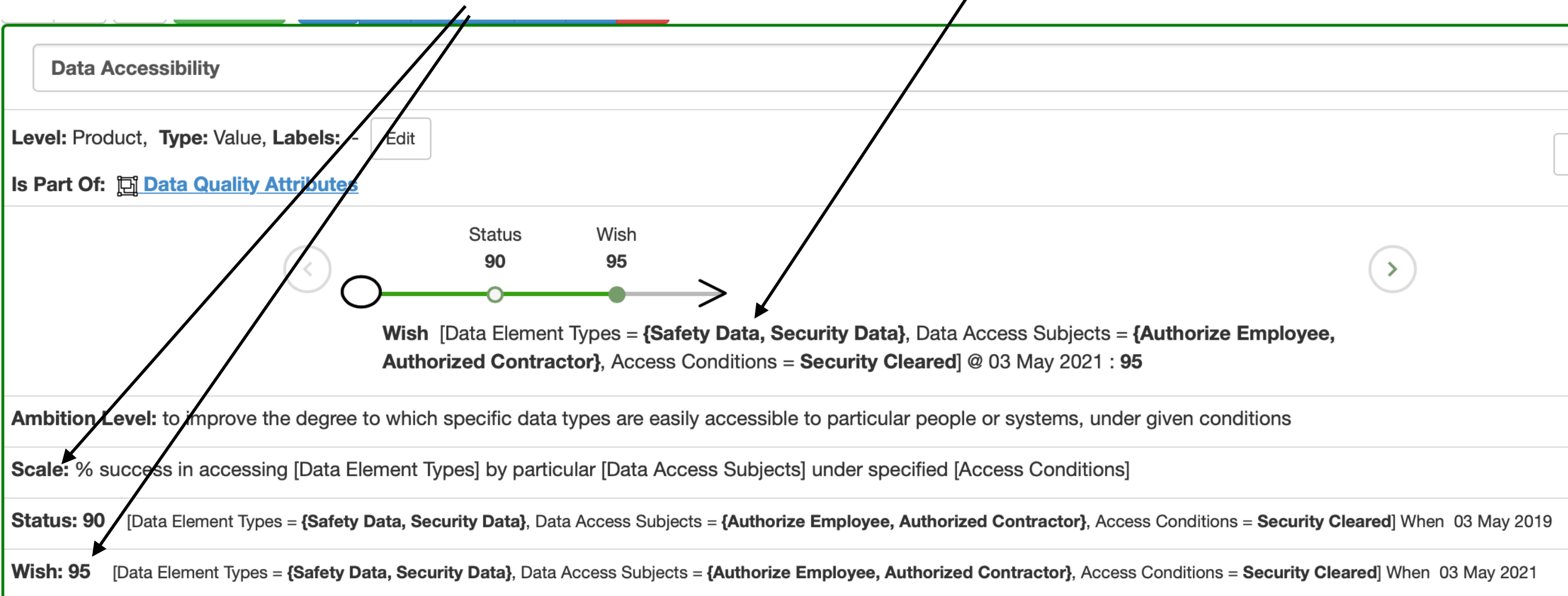


**Quantified Data Attribute:**  
A numeric level of the attribute  
can be defined  
and measured



# Data Accessibility

## Quantified and Structured



# Data Accessibility

## Scale detail and [Scale-Parameters] ('Structure')

### Data Accessibility

Level: Product, Type: Value, Labels: - [Edit](#)

Is Part Of: [Data Quality Attributes](#)



Show Sidebar

**Wish** [Data Element Types = {**Safety Data, Security Data**}, Data Access Subjects = {**Authorize Employee, Authorized Contractor**}, Access Conditions = **Security Cleared**, @ 03 May 2021 : **95**

**Ambition Level:** to improve the degree to which specific data types are easily accessible to particular people or systems, under given conditions

**Tag.Scale:**

% success in accessing [Data Element Types] by particular [Data Access Subjects] under specified [Access Conditions]

Press **⌘+e** to show editing toolbar.

**Access Conditions:** defined as:

Security Cleared, Security Unnecessary, Offline To Data, Remote in Internet, In Same Local Space, ...

**Data Access Subjects:** defined as:

Authorized Employee, Authorized Contractor, Hacker, IOT Component, AI System, Big Data System, Academic Analyst, Anybody At Large, App Users, Road vehicles, Medical Systems, ...

**Data Element Types:** defined as:

Privacy Data, Safety Data, Security Data, Location Data, Contact Data, Identity Data, Transaction Data, Environment Data, Financial Data, Volume Data, Frequency Data, Time Data, ...

**Tag.Scale:**

% success in accessing [Data Element Types] by particular [Data Access Subjects] under specified [Access Conditions]

# Data Accessibility

## Detail of a 'Wish' level of 'Accessibility'

The selection of Scale-Parameter Dimensions is a way of deciding priorities

**Data Accessibility**

Level: Product, Type: Value, Labels: - [Edit](#)

Is Part Of: [Data Quality Attributes](#) [Show](#)

Status 90 Wish 95

**Wish** [Data Element Types = {**Safety Data**, **Security Data**}, Data Access Subjects = {**Authorize Employee**, **Authorized Contractor**}, Access Conditions = **Security Cleared**] @ 03 May 2021 : 95

**Ambition Level:** to improve the degree to which specific data types are easily accessible to particular people or systems, under given conditions

**Scale:** % success in accessing [Data Element Types] by particular [Data Access Subjects] under specified [Access Conditions]

**Status: 90** [Data Element Types = {**Safety Data**, **Security Data**}, Data Access Subjects = {**Authorize Employee**, **Authorized Contractor**}, Access Conditions = **Security Cleared**] When 03 May 2019

**Tag.Wish:**

95 03/05/2021 notes

dd/mm/yyyy

**Qualifiers:** [Copy from...](#) [+Add additional qualifier](#)

[Data Element Types] =

× Safety Data × Security Data

[Data Access Subjects] =

× Authorize Employee × Authorized Contractor

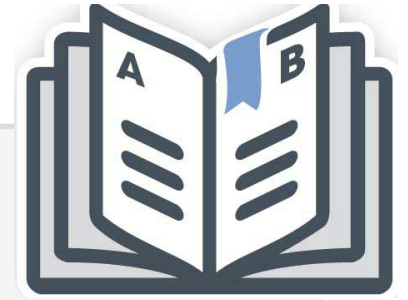
[Access Conditions] =

× Security Cleared

**ValPlan**



# A re-usable Glossary of Terms for developing standard and rich definitions of Scale Parameters



Tag ^	Description
Access Conditions	Security Cleared, Security Unnecessary, Offline To Data, Remote in Internet, In Same Local Space, ...
Acquiring Data	Automatic Acquisition, Manual Acquisition, Real Time Measurement, Existing Data Set Acquisition, Combining Data Sets, ...
Acquisition Method	Purchase, Rental, Open Source, Local Cumulation, Exchange of Data, ...
Data Access Subjects	Authorized Employee, Authorized Contractor, Hacker, IOT Component, AI System, Big Data System, Academic Analyst, Anybody At Large, App Users, Road vehicles, Medical Systems, ...
Data Element Types	Privacy Data, Safety Data, Security Data, Location Data, Contact Data, Identity Data, Transaction Data, Environment Data, Financial Data, Volume Data, Frequency Data, Time Data,
Data Elements	Discrete Individual Data Elements, Related Sets of Data, Data Bases, Dynamic Updated Data Bases, ...
Data Quality	Correct, Verified, Up To Date, Complete, Related To Other Data, ...
Data Sources	Historical Data Collections, Scanned Visuals, Real Time Sensors, Internet Traffic, Commercial Data Sources, Government Data Sources, Research Data Sources, Real Time Image Readers, ...

**b. detailed-enough data architecture, in order to understand corresponding data attributes,**

# A Design for 'Data Correctness'

## is it detailed enough to understand the effects and costs?

**Deep Database Quality Analysis**

**Type:** Solution Idea, **Labels:** -

**Summary:** Make use of a very wide variety of automated, and perhaps human help, techniques, to attempt to validate the correctness of d.

**Tag.Description:**

The detailed sub-designs are the actual specification of this idea. But we will include the following techniques. The techniques will vary depending on the purpose of using the data (automated driving, government statistical databases, medical research for example.

1. AI Pattern analysis, looking for serious or suspected unusual patterns, to mark as suspicious, and to note for future analysis and correction.. Manual or automated.
2. Comparison of data against other databases (does the street exist in that town?)
3. Asking people involved to verify information or change it. Perhaps based on a selective clue such as change or address, employer, or telephone number: or any other indicator that things might have changed, and updates or corrections are needed.
4. Receiving reports from people or organizations who own their own data, about this current database containing inaccurate data. Allowing them to attach a note to the data element, even when it is not yet changed yet, that they disagree with its content.

Press **⌘+e** to show editing toolbar.

**Source:** by tomgilb - May 4th 2019, 20:21



**g. dynamic design-to-cost, agile, architecture-process, like 'IBM Cleanroom', Quinnan**

# DESIGN

## The first guarantee of quality



“The first guarantee of **quality in design**  
is in well-informed, well-educated, and well-motivated **designers**.”

**Quality must be built into designs, and cannot be inspected in or tested in.**

Nevertheless, any prudent development process **verifies quality** through **inspection and testing**.

**Inspection** by peers in design, by users or surrogates, by other financial specialists concerned with cost, reliability, or maintainability  
not only increases confidence in the design at hand,  
but also provides designers with valuable lessons and insights to be applied to future designs.

The very fact that **designs face inspections**  
**motivates** even the most conscientious designers  
to greater care, deeper simplicities, and more precision in their work.”

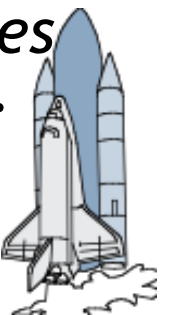
in IBM sj 4 80 p.419  
In

Mills, H. 1980. The management of software engineering: part 1: principles of software engineering. IBM Systems Journal 19, issue 4 (Dec.):414-420.  
Direct Copy  
[http://trace.tennessee.edu/cgi/viewcontent.cgi?article=1004&context=utk\\_harlan](http://trace.tennessee.edu/cgi/viewcontent.cgi?article=1004&context=utk_harlan)  
Library header  
[http://trace.tennessee.edu/utk\\_harlan/5/](http://trace.tennessee.edu/utk_harlan/5/)

# In the Cleanroom Method, developed by IBM's Harlan Mills (1980) they reported:



- *“Software Engineering began to emerge in FSD” (IBM Federal Systems Division, from 1996 a part of Lockheed Martin Marietta) “some ten years ago [Ed. about 1970] in a continuing evolution that is still underway:*
- *Ten years ago general management expected the worst from software projects - cost overruns, late deliveries, unreliable and incomplete software*
- *Today [Ed. 1980!], management has learned to expect on-time, within budget deliveries of high-quality software. A Navy helicopter ship system, called LAMPS, provides a recent example. LAMPS software was a four-year project of over 200 person-years of effort, developing over three million, and integrating over seven million words of program and data for eight different processors distributed between a helicopter and a ship in 45 incremental deliveries [Ed. Note 2%!]. Every one of those deliveries was on time and under budget*
- *A more extended example can be found in the NASA space program,*
- *- Where in the past ten years, FSD has managed some 7,000 person-years of software development, developing and integrating over a hundred million bytes of program and data for ground and space processors in over a dozen projects.*
- ***- There were few late or overrun deliveries in that decade, and none at all in the past four years.”***



In the Cleanroom Method, developed by IBM's Harlan Mills (1980) they reported:



- “Software Engineering began to emerge in FSD” (IBM Federal Systems Division, 1980) “...without
- **in 45 incremental deliveries** ...cts -

cost overruns, late deliveries, unreliable and incomplete software

- Today [Ed. 1980!], management has learned to expect on-time, within budget deliveries of high-quality software. A Navy helicopter ship system, called LAMPS, provides a recent example. LAMPS software was a four-year project of over 200 person-years of effort, developing over three million, and integrating over seven million words of program code for eight different processors



- distributed over seven million words of program code for eight different processors
- Note 2: ...eries [Ed. budget

- A more ...

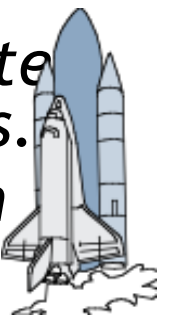
- - When software ... years of

- of pro ... million byte

- - There ... en projects.

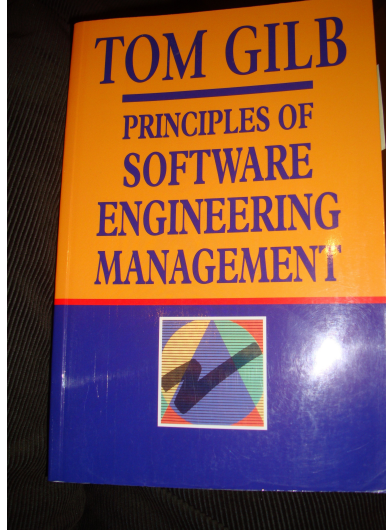
- the po ... ne at all in

**were few late or overrun deliveries in that decade, and none at all in the past four years**



# Quinnan: IBM FSD Cleanroom

## *Dynamic Design to Cost*



Quinnan describes the process control loop used by IBM FSD to ensure that cost targets are met.

**'Cost management. . . yields valid cost plans linked to technical performance. Our practice carries cost management farther by introducing design-to-cost guidance. Design, development, and managerial practices are applied in an integrated way to ensure that software technical management is consistent with cost management. The method [illustrated in this book by Figure 7.10] consists of developing a design, estimating its cost, and ensuring that the design is cost-effective.' (p. 473)**

**\_\_\_\_\_He goes on to describe a design iteration process trying to meet cost targets by either redesign or by sacrificing 'planned capability.' When a satisfactory design at cost target is achieved for a single increment, the 'development of each increment can proceed concurrently with the program design of the others.'**

**'Design is an iterative process in which each design level is a refinement of the previous level.' (p. 474)**

**It is clear from this that they avoid the big bang cost estimation approach. Not only do they iterate in seeking the appropriate balance between cost and design for a single increment, but they iterate through a series of increments, thus reducing the complexity of the task, and increasing the probability of learning from experience, won as each increment develops, and as the true cost of the increment becomes a fact.**

**'When the development and test of an increment are complete, an estimate to complete the remaining increments is computed.' (p. 474)**

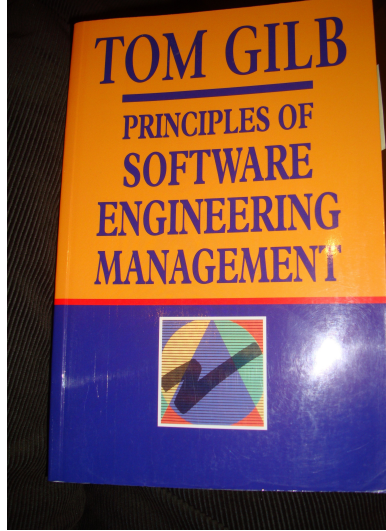
Source: Robert E. Quinnan, 'Software Engineering Management Practices', IBM Systems Journal, Vol. 19, No. 4, 1980, pp. 466~77

This text is cut from Gilb: The Principles of Software Engineering Management, 1988



# Quinnan: IBM FSD Cleanroom

## *Dynamic Design to Cost*



Quinnan describes the process control loop used by IBM FSD to ensure that cost targets are met.

'Cost management. . . introducing design-to-cost software technical management while developing a design.

\_\_\_\_\_ He goes on to capability.' When a software increment is developed concurrently with the design of the next increment.

'Design is an iterative process.

**of developing a design,  
estimating its cost, and  
ensuring that the design  
is cost-effective**

management farther by an integrated way to ensure that the process by Figure 7.10] consists of estimating the cost

by sacrificing 'planned' cost of each increment can proceed

It is clear from this that they avoid the big bang cost estimation approach. Not only do they iterate in seeking the appropriate balance between cost and design for a single increment, but they iterate through a series of increments, thus reducing the complexity of the task, and increasing the probability of learning from experience, won as each increment develops, and as the true cost of the increment becomes a fact.

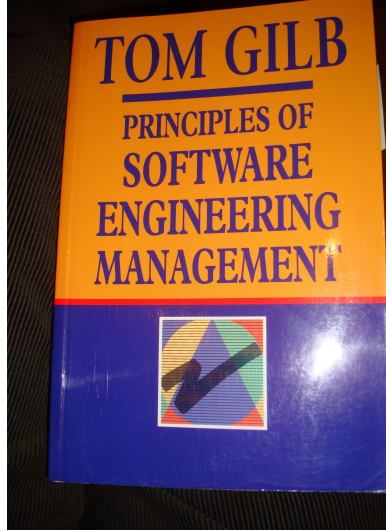
'When the development and test of an increment are complete, an estimate to complete the remaining increments is computed.' (p. 474)

Source: Robert E. Quinnan, 'Software Engineering Management Practices', IBM Systems Journal, Vol. 19, No. 4, 1980, pp. 466~77

This text is cut from Gilb: The Principles of Software Engineering Management, 1988

# Quinnan: IBM FSD Cleanroom

## *Dynamic Design to Cost*



Quinnan describes the process control loop used by IBM FSD to ensure that cost targets are met.

'Cost management. . . yields valid cost plans linked to technical performance. Our practice carries cost management farther by introducing design-to-cost guidance. Design, development, and managerial practices are applied in an integrated way to ensure that software technical management is consistent with cost management. The method [illustrated in this book by Figure 7.10] consists of developing a design, estimating its cost, and ensuring that the design is cost-effective.' (p. 473)

\_\_\_\_\_ He goes on to describe a design iteration process trying to meet cost targets by either redesign or by sacrificing 'planned capability.' When a satisfactory design at cost target is achieved for a single increment, the 'development of each increment can proceed concurrently with the development of the others.'

'Design is an iterative

It is clear from the balance between cost and the task, and increasing the complexity of the increment becomes a

'When the development

Source: Robert E. Quinn

This text is cut from C

**iteration process  
trying to meet cost  
targets by either  
*redesign* or by  
*sacrificing* 'planned  
capability'**

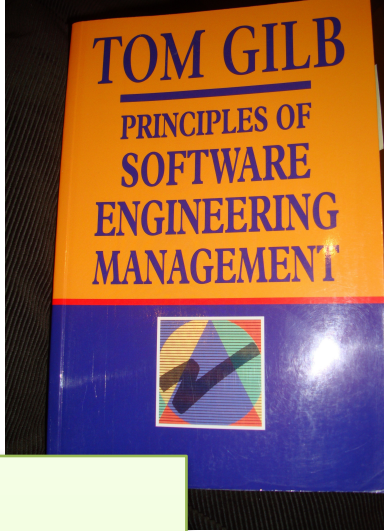
in seeking the appropriate  
thus reducing the complexity of  
and as the true cost of the

increments is computed.' (p. 474)

1980, pp. 466-77

# Quinnan: IBM FSD Cleanroom

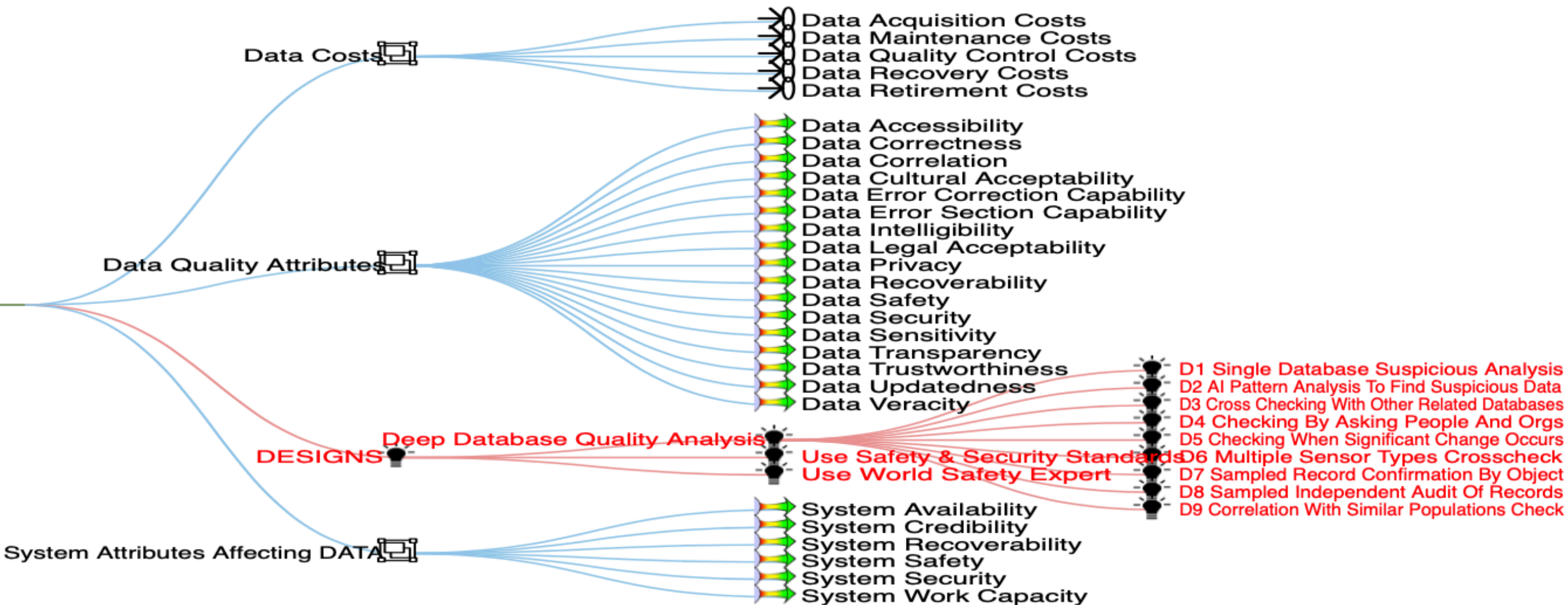
## *Dynamic Design to Cost*



**Design is an iterative  
process**



## 4. A systems-engineering (= data engineering) language (Planguage) for modeling data-engineering processes and problems.



## **5. Examples of how to always quantify all critical data architecture qualities requirements.**

# **IMPACT ESTIMATION TABLES FOR OVERVIEW OF ALL STRATEGIES, ARCHITECTURE IN RELATION TO OBJECTIVES, CONSTRAINTS AND RISKS**

quantify the relationship between  
technology and business  
(radically improve communication with  
your clients and managers)

# Impact Estimation principle

How much % of what we want to achieve do we achieve by this solution

At what cost ?

Possible solutions to achieve it

Could we get all, within the budgets of time and cost ?

		Design Idea #1	Design Idea #2	Design Idea #3	Total Impact
What to achieve	Objectives	Impact on Objective	Impact on Objective	Impact on Objective	Sum of Impacts on Objectives
Cost to achieve it	Resources Time Money	Impact on Resources	Impact on Resources	Impact on Resources	Sum of Impact on Resources
Return on Investment	Benefits to Cost Ratio	$\frac{\text{Benefits}}{\text{Cost}}$	$\frac{\text{Benefits}}{\text{Cost}}$	$\frac{\text{Benefits}}{\text{Cost}}$	



# From Scales to Solutions

41

	Solution 1	Solution 2	Solution n	Total Impacts
Objective	Impact on Objective	Impact on Objective	Impact on Objective	Total Impact on Objective
Resources	Impact on Budget	Impact on Budget	Impact on Budget	Total Impact on Budget
Benefits-to-Cost Ratio	Ratio	Ratio	Ratio	



# Impacts on Objectives

42

	Facebook	Profiler	Umantis BM	Total Impacts on Objectives
Attract Talents 271 -> 700	70% ± 10%	0% ± 10%	50% ± 5%	120% ± 25%
Win Talents 53 -> 100	30% ± 20%	50% ± 10%	30% ± 10%	110% ± 40%
Perfect Match 25% -> 75%	10% ± 10%	30% ± 10%	30% ± 10%	70% ± 30%
Total Impact of Solutions	110% ± 40%	80% ± 30%	110% ± 25%	



# UNDERSTANDING DATA ENGINEERING

## Design by estimating value effects and costs

ValPlan

Dashboard

Canvas

Tables

More...

Create

Data Engineering...

Data Engineering Demo For Talk 6 May 2019 Oslo / Value Decision Tables / SIMPLE IMPACT TABLE

Info

Grid

Timeline

Bar Chart

Network

Dollar

Lightbulb

SIMPLE IMPACT TABLE

From Level: Level? To Level: Level?

Settings...

+ Add

Sort

Duplicate...

Undo...

Δ: INC

Click to change tag of Use Safety & Security Standards

Requirements	Use Safety & ...	Use World Safety ...
<div><div><div></div><div><div>Data Accessibility</div><div>Status: 90 → Wish: 95 % success ... % success in accessing [Data Element ...] [Data Element Types = {Safety ...}] 03 May 2021</div></div></div></div> <div>Δ: 3 Δ%: 60 %<div><div>60%</div></div></div>	<div><div><div></div><div><div>2</div><div>40 %</div><div>40%</div></div></div></div>	
Sum Of Values:	Σ%: 60 %	40 %
<div><div><div></div><div><div>Data Acquisition Costs</div><div>Status: 0 → Budget: 100 € initial ... € initial cost of [Acquiring Data] o... [Acquiring Data = Automatic Ac...] 04 May 2021</div></div></div></div> <div>Δ: 10 Δ%: 10 %<div><div>10%</div></div></div>	<div><div><div></div><div><div>42</div><div>42 %</div><div>42%</div></div></div></div>	
Sum Of Development Resources:	Σ%: 10 %	42 %
Value To Cost:	6.00	1.00

# Adding 1 Value and 1 Design

<div><div><div><div></div><div></div></div><div>Settings...</div></div><div><div><div></div><div></div></div><div>+ Add ▾</div></div><div><div><div></div><div></div></div><div>▹ Sort ▾</div></div><div><div><div></div><div></div></div><div>Duplicate...</div></div><div><div><div></div><div></div></div><div>Undo...</div></div><div><div><div></div><div></div></div><div>Δ: INCREMENTAL</div></div><div><div><div></div><div></div></div><div>Help me!</div></div></div>				
Requirements		<div><div></div><div>Use Safety &amp; ...</div></div>	<div><div></div><div>Use World Safety ...</div></div>	<div><div></div><div>Deep Database Qua...</div></div>
<div><div><div><div></div><div></div></div><div><div><div></div><div></div></div><div>Data Accessibility</div></div><div>Status: 90 → Wish: 95 % success ... % success in accessing [Data Element ...] [Data Element Types = {Safety ...}] 📅 03 May 2021</div></div></div> <div><div><div></div><div></div></div><div>Δ:</div><div>3</div></div> <div><div><div></div><div></div></div><div>Δ%:</div><div>60 %</div><div><div>60%</div></div></div>	<div><div><div></div><div></div></div><div>Δ:</div><div>2</div></div> <div><div><div></div><div></div></div><div>Δ%:</div><div>40 %</div><div><div>40%</div></div></div>	<div><div><div></div><div></div></div><div>Δ:</div><div>????</div></div> <div><div><div></div><div></div></div><div>Δ%:</div><div>0 %</div><div><div>????</div></div></div>		
<div><div><div><div></div><div></div></div><div><div><div></div><div></div></div><div>Data Correctness</div></div><div>Status: 50 → Stretch: 95 % of [Data...] % of [Data Element Types] which [Data...] [Data Element Types = All] 📅 04 May 2026</div></div></div> <div><div><div></div><div></div></div><div>Δ:</div><div>0</div></div> <div><div><div></div><div></div></div><div>Δ%:</div><div>0 %</div><div><div>0%</div></div></div>	<div><div><div></div><div></div></div><div>Δ:</div><div>5</div></div> <div><div><div></div><div></div></div><div>Δ%:</div><div>11 %</div><div><div>11%</div></div></div>	<div><div><div></div><div></div></div><div>Δ:</div><div>25</div></div> <div><div><div></div><div></div></div><div>Δ%:</div><div>56 %</div><div><div>56%</div></div></div>		
Sum Of Values:	Σ%:	60 %	51 %	56 %
<div><div><div><div></div><div></div></div><div><div><div></div><div></div></div><div>Data Acquisition Costs</div></div><div>Status: 0 → Budget: 100 € initial ... € initial cost of [Acquiring Data] o... [Acquiring Data = Automatic Ac...] 📅 04 May 2021</div></div></div> <div><div><div></div><div></div></div><div>Δ:</div><div>10</div></div> <div><div><div></div><div></div></div><div>Δ%:</div><div>10 %</div><div><div>10%</div></div></div>	<div><div><div></div><div></div></div><div>Δ:</div><div>42</div></div> <div><div><div></div><div></div></div><div>Δ%:</div><div>42 %</div><div><div>42%</div></div></div>	<div><div><div></div><div></div></div><div>Δ:</div><div>30</div></div> <div><div><div></div><div></div></div><div>Δ%:</div><div>30 %</div><div><div>30%</div></div></div>		
Sum Of Development Resources:	Σ%:	10 %	42 %	30 %
Value To Cost:		6.00	1.20	1.90

# Explaining why you estimated an impact

Settings...

+ Add ▾

↔ Sort ▾

📄 Duplicate...

↶ Undo...

Δ: INCREMENTAL

🔗 Help me!

💡 Use Safety & ...

💡 Use World Safety ...

💡 Deep Data

Hide Sideba

Requirements			
<div>🏆 <u>Data Accessibility</u></div> <div>Δ: 3</div> <div>Status: 90 → Wish: 95 % success ... Δ%: 60 %</div> <div>% success in accessing [Data Element ...</div> <div>[Data Element Types = {Safety ...]</div> <div>📅 03 May 2021</div>	<div>3</div> <div>60 %</div> <div>60%</div>	<div>2</div> <div>40 %</div> <div>40%</div>	<div>????</div> <div>0 %</div> <div>???</div>
<div>🏆 <u>Data Correctness</u></div> <div>Δ: 0</div> <div>Status: 50 → Stretch: 95 % of [Data... Δ%: 0 %</div> <div>% of [Data Element Types] which [Data...</div> <div>[Data Element Types = All</div> <div>📅 04 May 2026</div>	<div>0</div> <div>0 %</div> <div>0%</div>	<div>5</div> <div>11 %</div> <div>11%</div>	<div>25</div> <div>56 %</div> <div>56%</div>
<b>Sum Of Values:</b>	Σ%: 60 %	51 %	56 %
<div>✂️ <u>Data Acquisition Costs</u></div> <div>Δ: 10</div> <div>Status: 0 → Budget: 100 € initial ... Δ%: 10 %</div> <div>€ initial cost of [Acquiring Data] o...</div> <div>[Acquiring Data = Automatic Ac...]</div> <div>📅 04 May 2021</div>	<div>10</div> <div>10 %</div> <div>10%</div>	<div>42</div> <div>42 %</div> <div>42%</div>	<div>30</div> <div>30 %</div> <div>30%</div>
<b>Sum Of Development Resources:</b>	Σ%: 10 %	42 %	30 %
<b>Value To Cost:</b>	6.00	1.20	1.90

—Select Impact Target

🌐 Tag. Cost Impact:

Estimate:

Δ 30 ± 20

Actual:

Δ scale value ± 0

Credibility:

0 1

We know it has been done somewhere

Evidence:

Cost estimates are based on a very rough idea of what is involved in deep database diagnosis. The real costs vary from trivial to very expensive. Depending on what you program, and the degree of everyday application, and such things as accessing other databases, or using AI. However the good news is that this can be done in small steps where we can do high value things first, and measure effects and costs, and base decisions about scaling up on experience.

Source: by tomgilb - May 4th 2019, 20:08

Tom Gilb

**6. How can you learn to qualify as a real data engineer? (Universities do not teach it!)**

**Google it**

**Domain Common Sense**

**Look it upon a book**

# **QUANTIFICATION OF ALL CRITICAL VALUES AND QUALITIES**

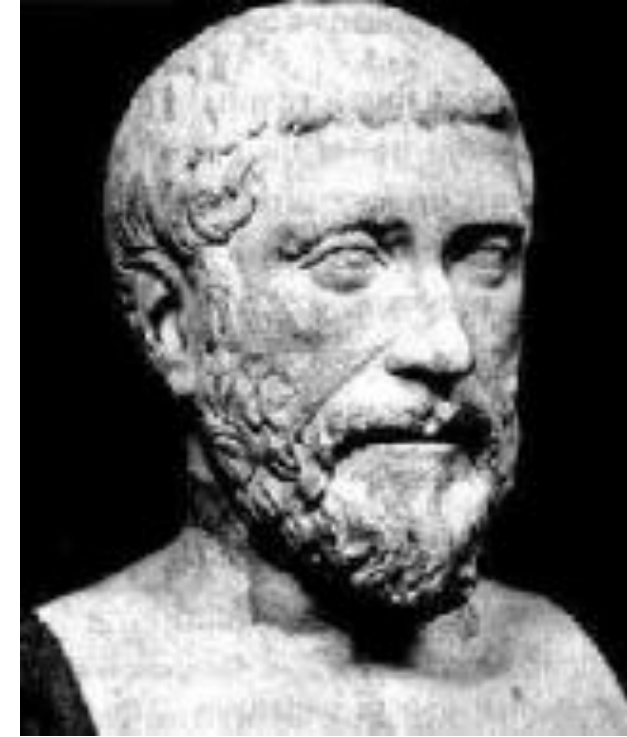
no management bullshit

no user stories

all improvements quantified/estimated/tracked

all qualities quantified/estimated/tracked

## Philolaus on Numbers



- Over four hundred years BC,
- a Greek by the name of
- **Philolaus** of Tarentum said :
- *” Actually, everything that can be known has a Number;*
  - for it is impossible to grasp anything with the mind or to recognize it without this (number).”*

Best regards (Aug 2005),  
N.V.Krishna [www.microsensesoftware.com](http://www.microsensesoftware.com)



# How to Quantify any Qualitative Requirement

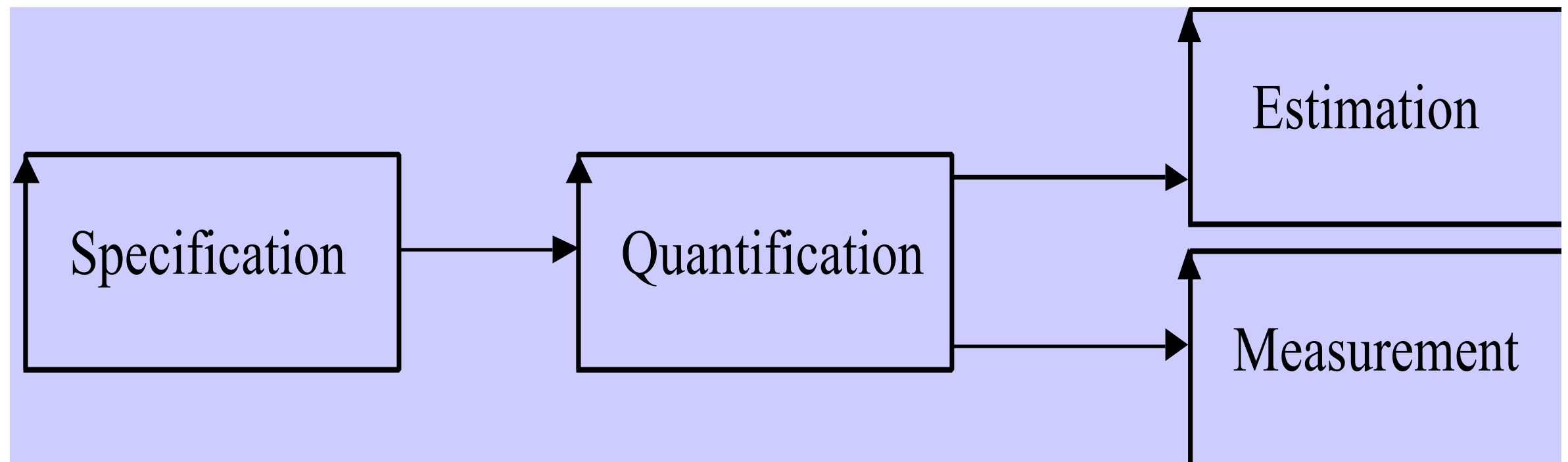


Diagram from 'Competitive Engineering.'  
book.

# Quality Quantification Methods #1



- Common Sense, Domain Knowledge
  - Decompose “until quantification becomes obvious”.
  - Then use Planguage specification:
    - **Scale:** define a measurement scale
    - **Meter:** define a test or process for measuring on the scale
    - **Past:** define benchmarks, old system, competitors on the scale
    - **Goal:** define a committed level of future stakeholder quality, on your scale.

**Maintainability:**

Type: Complex Quality Requirement.

Includes: {Problem Recognition, Administrative Delay, Tool Collection, Problem Analysis, Change Specification, Quality Control, Modification Implementation, Modification Testing {Unit Testing, Integration Testing, Beta Testing, System Testing}, Recovery}.

**Problem Recognition:**

Scale: Clock hours from defined [Fault Occurrence: Default: Bug occurs in any use or test of system] until fault officially recognized by defined [Recognition Act: Default: Fault is logged electronically].

**Administrative Delay:**

Scale: Clock hours from defined [Recognition Act] until defined [Correction Action] initiated and assigned to a defined [Maintenance Instance].

**Tool Collection:**

Scale: Clock hours for defined [Maintenance Instance: Default: Whoever is assigned] to acquire all defined [Tools: Default: all systems and information necessary to analyze, correct and quality control the correction].

**Problem Analysis:**

Scale: Clock time for the assigned defined [Maintenance Instance] to analyze the fault symptoms and be able to begin to formulate a correction hypothesis.

**Change Specification:**

Scale: Clock hours needed by defined [Maintenance Instance] to fully and correctly describe the necessary correction actions, according to current applicable standards for this.

*Note: This includes any additional time for corrections after quality control and tests.*

**Quality Control:**

Scale: Clock hours for quality control of the correction hypothesis (against relevant standards).

**Modification Implementation:**

Scale: Clock hours to carry out the correction activity as planned. "Includes any necessary corrections as a result of quality control or testing."

**Modification Testing:****Unit Testing:**

Scale: Clock hours to carry out defined [Unit Test] for the fault correction.

**Integration Testing:**

Scale: Clock hours to carry out defined [Integration Test] for the fault correction.

**Beta Testing:**

Scale: Clock hours to carry out defined [Beta Test] for the fault correction before official release of the correction is permitted.

**System Testing:**

Scale: Clock hours to carry out defined [System Test] for the fault correction.

**Recovery:**

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

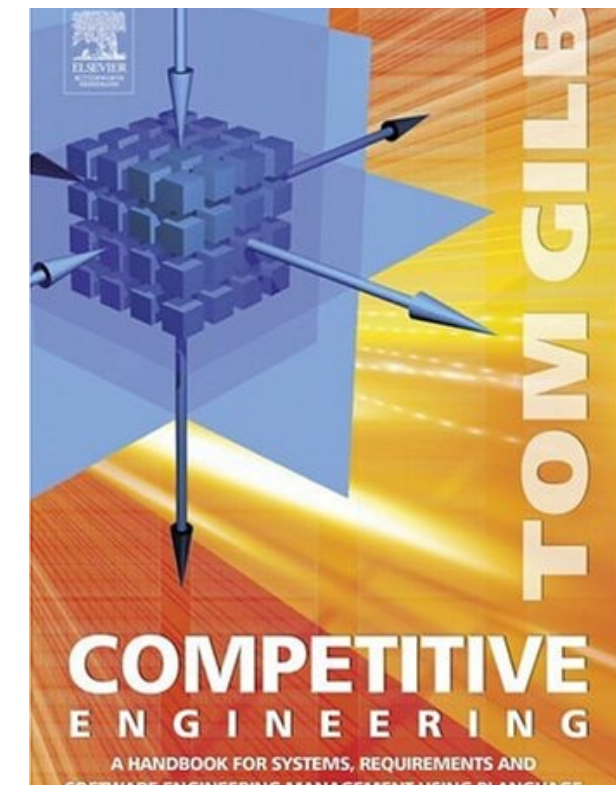
Source: The above is an extension of some basic ideas from Ireson, Editor, Reliability Handbook, McGraw Hill, 1966 (Ireson 1966).

# Quality Quantification Methods #2, Look it up in a book

## Chapter 5

# SCALES OF MEASURE

## How to Quantify





## Quality Quantification Methods #2, Look it up in a book

### Maintainability:

Type: Complex Quality Requirement.

Includes: {Problem Recognition, Administrative Delay, Tool Collection, Problem Analysis, Change Specification, Quality Control, Modification Implementation, Modification Testing {Unit Testing, Integration Testing, Beta Testing, System Testing}, Recovery}.

### Problem Recognition:

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

electronically.

Administrative Delay:

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

assigned to acquire and quality control the necessary information to analyze, correct and quality control the correction.

Tool Collection:

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

acquire and quality control the necessary information to analyze, correct and quality control the correction.

and quality control the necessary information to analyze, correct and quality control the correction.

Problem Analysis:

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

toms and systems.

Change Specification:

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

the necessary information to analyze, correct and quality control the correction.

Note: The above is an extension of some basic ideas from Ireson, Editor, Reliability Handbook, McGraw Hill, 1966 (Ireson 1966).

Quality Control:

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

Modification Implementation:

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

correction.

Modification Testing:

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

Unit Testing:

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

Integration Testing:

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

Beta Testing:

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

release.

System Testing:

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

Recovery:

Scale: Clock hours for defined [User Type] to return system to the state it was in prior to the fault and, to a state ready to continue with work.

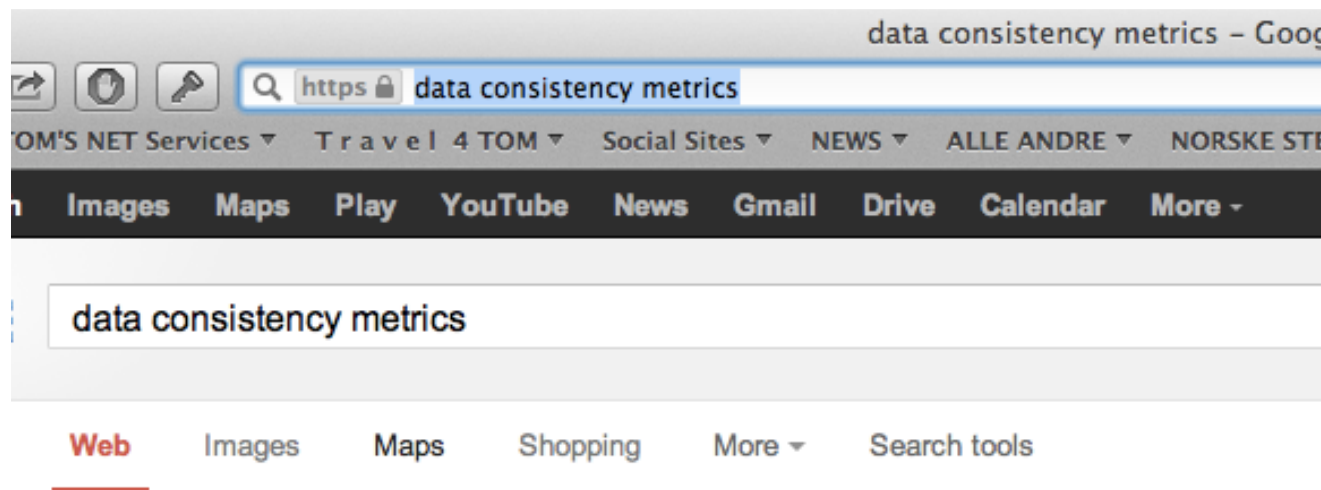
fault and, to a state ready to continue with work.

Source: The above is an extension of some basic ideas from Ireson, Editor, Reliability Handbook, McGraw Hill, 1966 (Ireson 1966).

1 July 2014

**Tool Collection:**  
Scale: Clock hours for defined [Maintenance Instance: Default: Whoever is assigned] to acquire all defined [Tools: Default: all systems and information necessary to analyze, correct and quality control the correction].

# Quality Quantification Methods #3, Google It



About 2,000,000 results (0.18 seconds)

[\[PDF\] Data Quality Assessment - Data Quality & Business Intelligence](#)

[dwquality.com/DQAssessment.pdf](http://dwquality.com/DQAssessment.pdf)

File Format: PDF/Adobe Acrobat - [Quick View](#)

by LL Pipino - 2002 - [Cited by 668](#) - [Related articles](#)

traditional **data** quality **metrics**, such as free-of-error, completeness, and **consistency** take this form. Other dimensions that can be evaluated using this form ...

You visited this page on 1/14/13.

[Data Integrity | The Source Metrics Blog](#)

[blog.sourcmetrics.com/tag/data-integrity/](http://blog.sourcmetrics.com/tag/data-integrity/)

26 Nov 2012 – Social Media **Data** Aggregation Part 2: **Consistency & Integrity**. When it comes to analytically gauging the success of a social media marketing ...

[\[PDF\] Monitoring Data Quality Performance Using Data Quality Metrics](#)

[www.it.ojp.gov/docdownloader.aspx?ddid=999](http://www.it.ojp.gov/docdownloader.aspx?ddid=999)

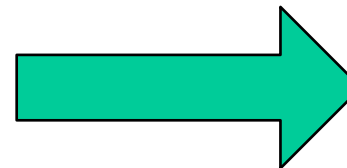
File Format: PDF/Adobe Acrobat - [Quick View](#)

1 Nov 2006 – **Metrics** for Quantifying Data Quality Performance . ..... descriptions are accurate, and maintaining **data consistency** across applications will ...

[Ensuring Metrics Data Quality and Consistency](#)

[hr.toolbox.com/...data/ensuring-metrics-data-quality-and-consi...](http://hr.toolbox.com/...data/ensuring-metrics-data-quality-and-consi...)

26 Aug 2009 – Your **data** have to be accurate and **consistent**. The moment people think they can't believe your numbers, that's when you've completely lost ...



e I. Data quality dimensions.

Dimensions	Definitions
Accessibility	the extent to which data is available, or easily and quickly retrievable
Appropriate Amount of Data	the extent to which the volume of data is appropriate for the task at hand
Believability	the extent to which data is regarded as true and credible
Completeness	the extent to which data is not missing and is of sufficient breadth and depth for the task at hand
Concise Representation	the extent to which data is compactly represented
Consistent Representation	the extent to which data is presented in the same format
Ease of Manipulation	the extent to which data is easy to manipulate and apply to different tasks
Free-of-Error	the extent to which data is correct and reliable
Interpretability	the extent to which data is in appropriate languages, symbols, and units, and the

## 7. Understanding data engineering stakeholders as a source of requirements.

### Definition

**A stakeholder is any person, group or object, which has some direct or indirect interest in a defined system.**

Stakeholders can exercise control over both the immediate system operational characteristics, as well as over long-term system lifecycle considerations (such as portability, lifecycle costs, environmental considerations, and decommissioning of the system). [4]

Notice:

**‘or object’.**

This includes laws, regulations, plans, policies, customs, culture, standards. Inanimate. you cannot ask them or discuss with them. But you can analyze them, their priority, the degree of relevance. They can determine if your system is illegal, or acceptable. Determine success or failure.





# The Basic Design Steps Logic: a summary

**1. Environment Scope helps identify stakeholders.**

**2. Stakeholders have values and priorities**

**3. Values have many dimensions**

**4. Stakeholders determine value levels**

**5. Design hypotheses should be powerful and efficient ideas, for satisfying stakeholder needs**

**6. Design hypotheses can be evaluated quantitatively, with respect to all quantified objectives and resources**

**7. Designs can be decomposed, to find more efficient design subsets, that can be implemented early**

**8. Designs can be implemented sequentially, and their value-delivery, and resource costs, measured**

**9. Designs that unexpectedly threaten achievement of objectives, or excessive use of resources, can be removed or modified.**

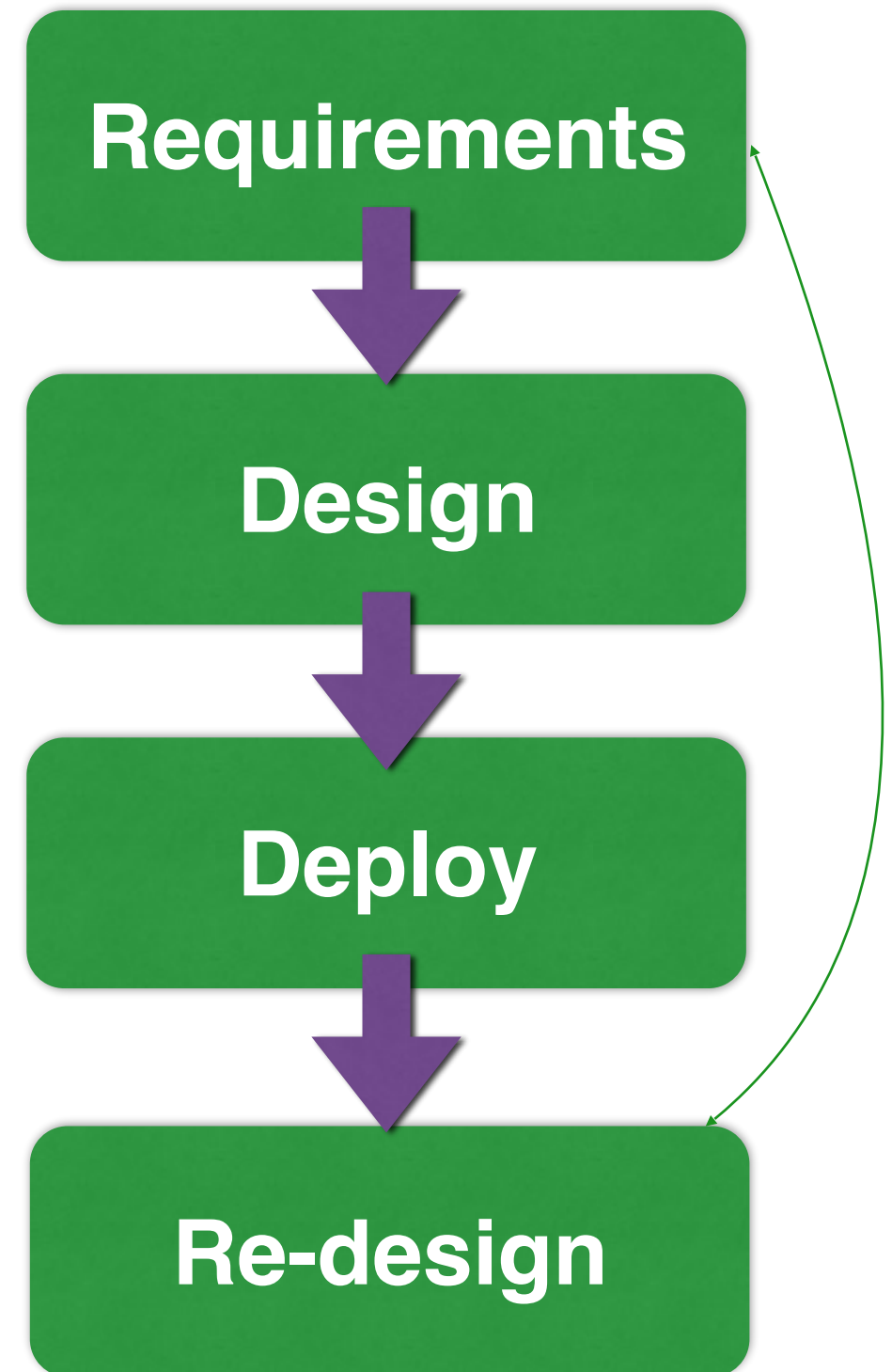
**10. Designs that have the best set of effects on objectives, for the least consumption of limited resources, should generally be selected for early implementation.**

**11. A design increment can have unacceptable results, in combination with previous increments, and they, or it, might need removal or modification**

**12. When all objectives are reached, the process of design is complete: except for possible optimization of operational resources, by even-better design.**

**13. When deadlined and budgeted implementation-resources are used up, it might be reasonable to negotiate additional resources; especially if the incremental values are worth the additional resources.**

**14. When deadlined and budgeted implementation-resources are used up, it might be reasonable to negotiate additional resources; especially if the incremental values are worth the additional resources.**



The Logic of Design: Design Process Principles.  
Tom Gilb, 2016, Paper.  
<http://www.gilb.com/dl857>

# Gilb's Stakeholder Principles.

1. Some stakeholders are more critical to your system than others.
2. Some stakeholder needs are more critical to your system than others.
3. Stakeholders are undisciplined: they may not know all their needs, or know them precisely, or know their value. But they can be analyzed, coached, and helped to get the best possible deal.
4. Stakeholders may be inaccessible, unwilling, inanimate, oppositional, and worse: but we need to deal with them intelligently.
5. Stakeholders might well ask for the wrong thing, a 'means' rather than their real 'ends'. But they can be guided to understand that. Or their requests can be interpreted in their own real best interests.
6. Stakeholders do not want to wait years, get delays, invest shitloads of money, and then little or no value. They want as much 'value improvement' of their current situation, as they can get, as fast as they can get it. For as little cost as possible,
7. Stakeholders cannot have any realistic idea of what their needs and demands will cost to satisfy. So their adopted requirements need to be based on value for costs, not on value alone. Delivering small increments, based on high value-to-cost, is one smart way to deal with this.
8. If you think you have found 'all critical stakeholders', I think you should assume there is at least one more, and when you find that one, .... They will emerge, and they are not all there at the beginning.
9. If you think you have found all critical *needs* of a stakeholder, there will always be *at least one more* need 'hiding'.
10. If you do not understand, and act on the principles above; you might blame your failure on 'system complexity', and the unexpected and wicked problems. But in reality, it is your own fault and responsibility; deal with it - up front and constantly.

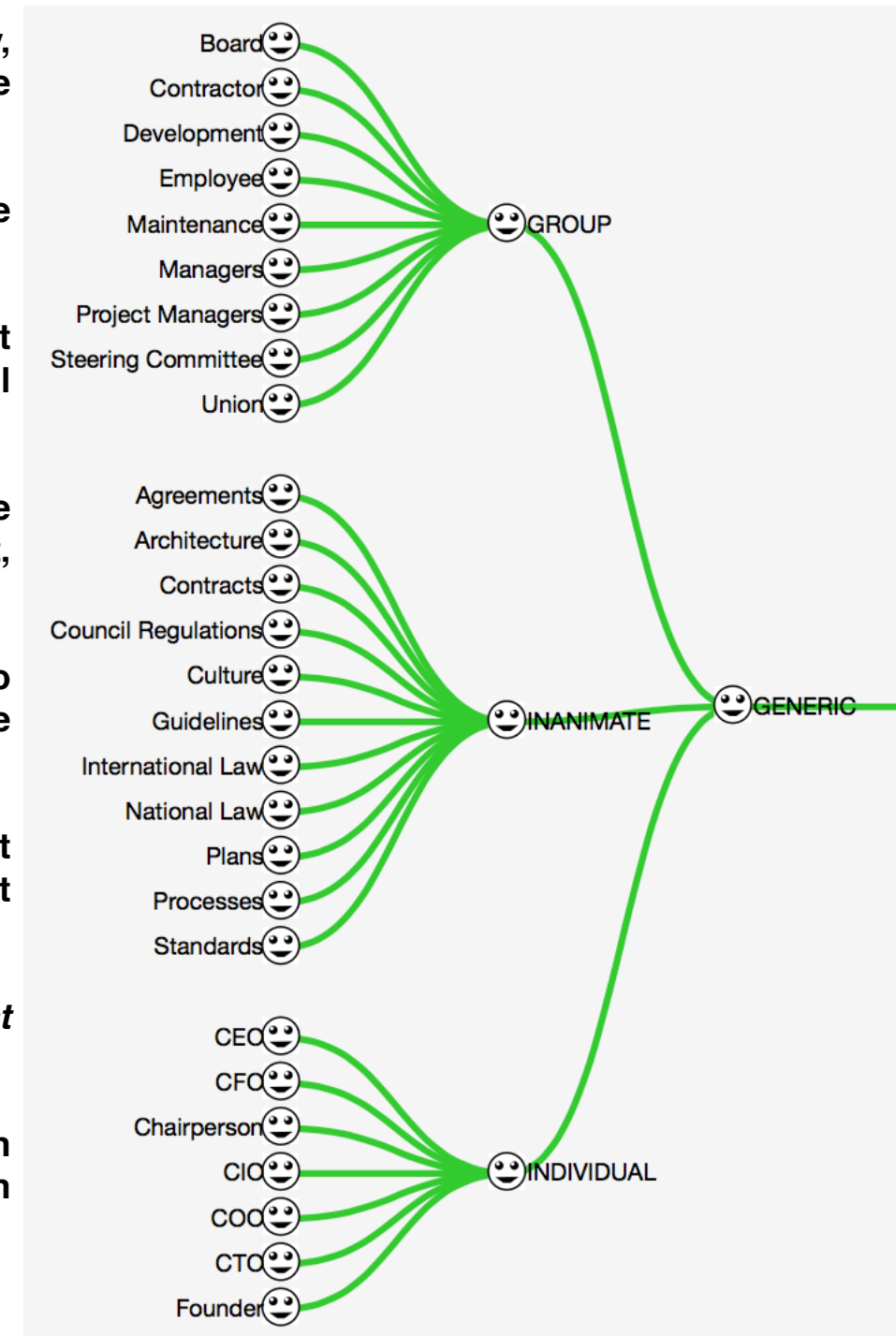
## •SOURCE, 2016 Paper

"Stakeholder Power:The Key to Project Failure or Success"

including 10 Stakeholder Principles

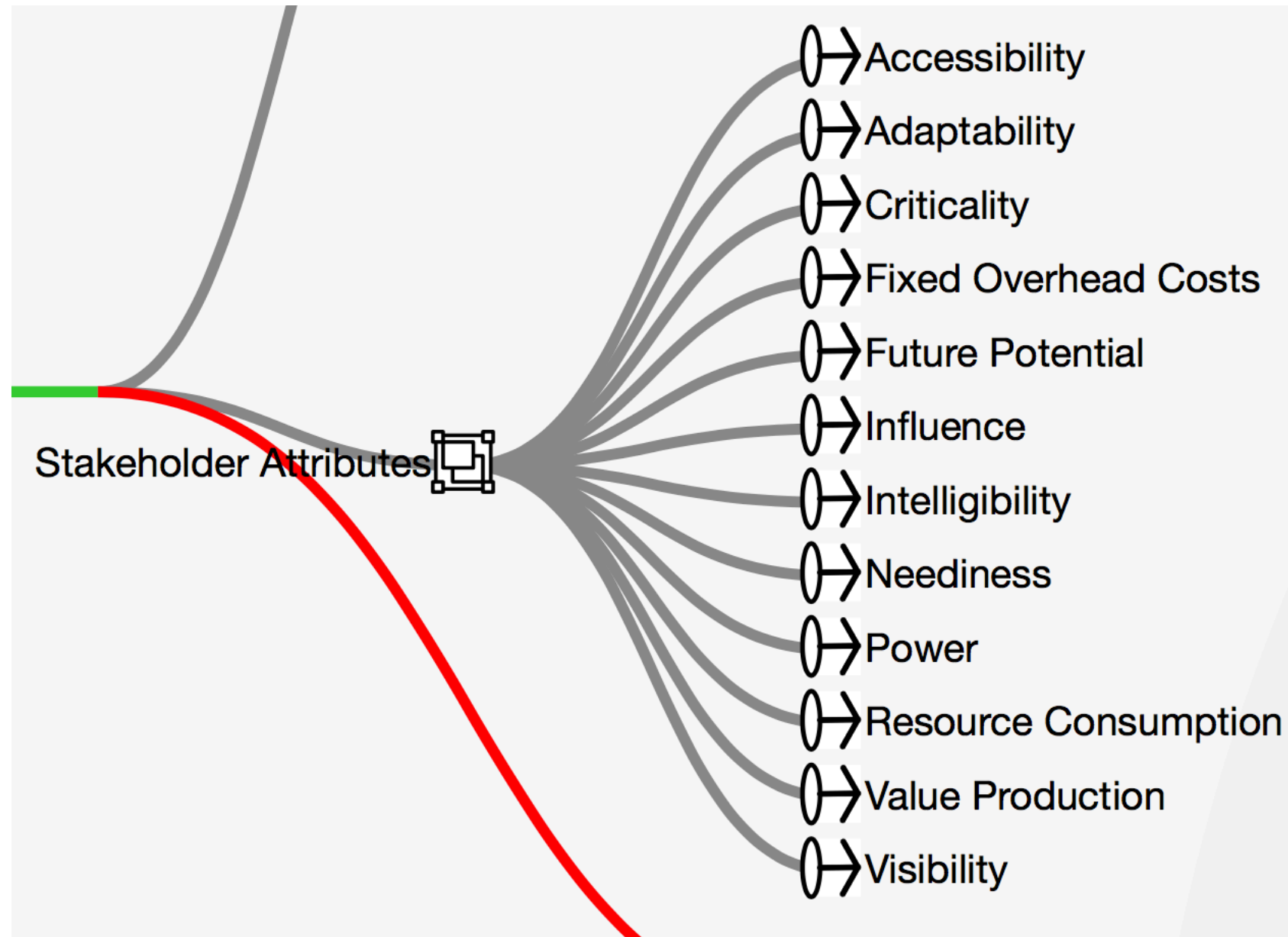
<http://concepts.gilb.com/dl880> (COPY FEB 2017)

<http://concepts.gilb.com/dl872> (FEB 2016)

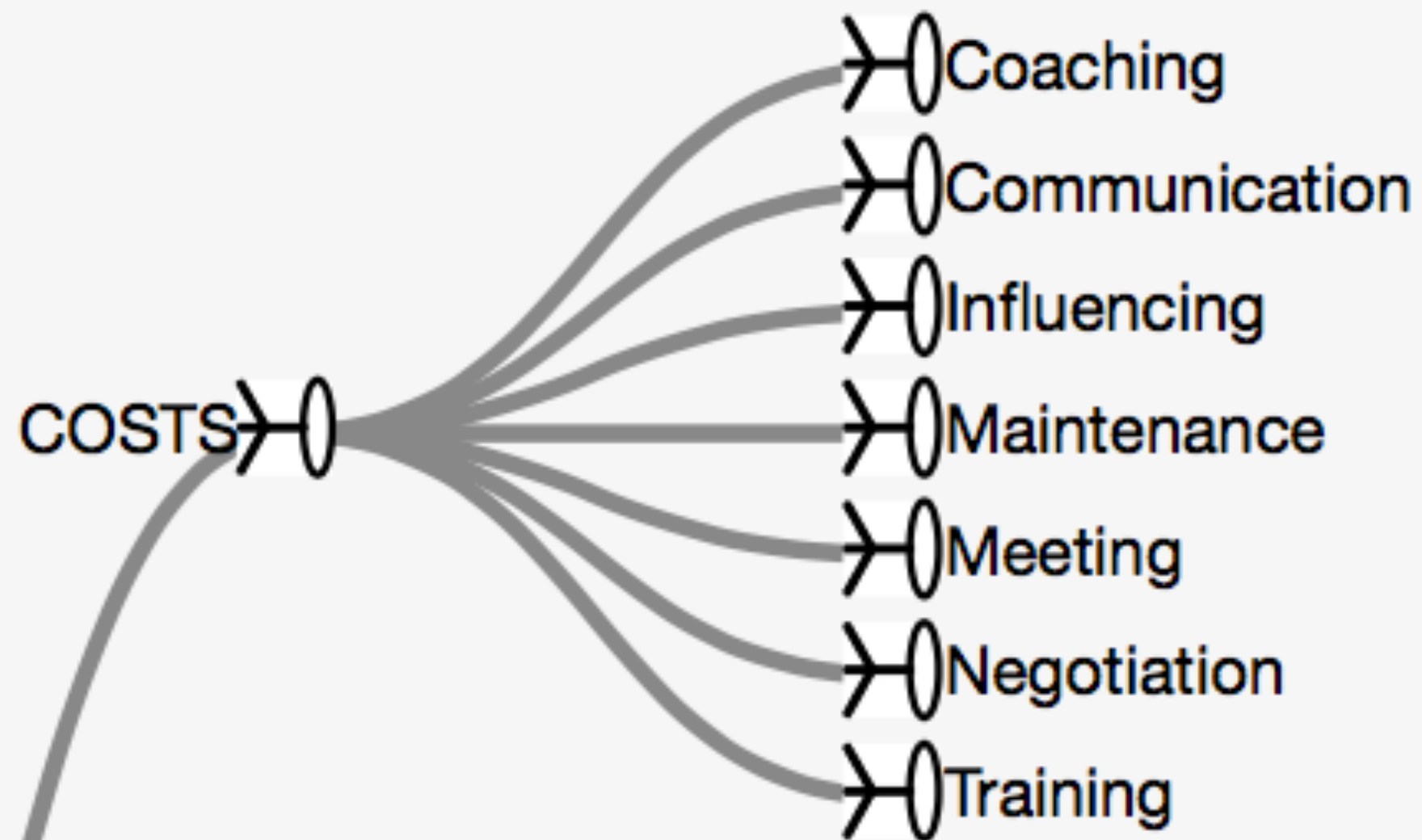


# Stakeholder Attributes

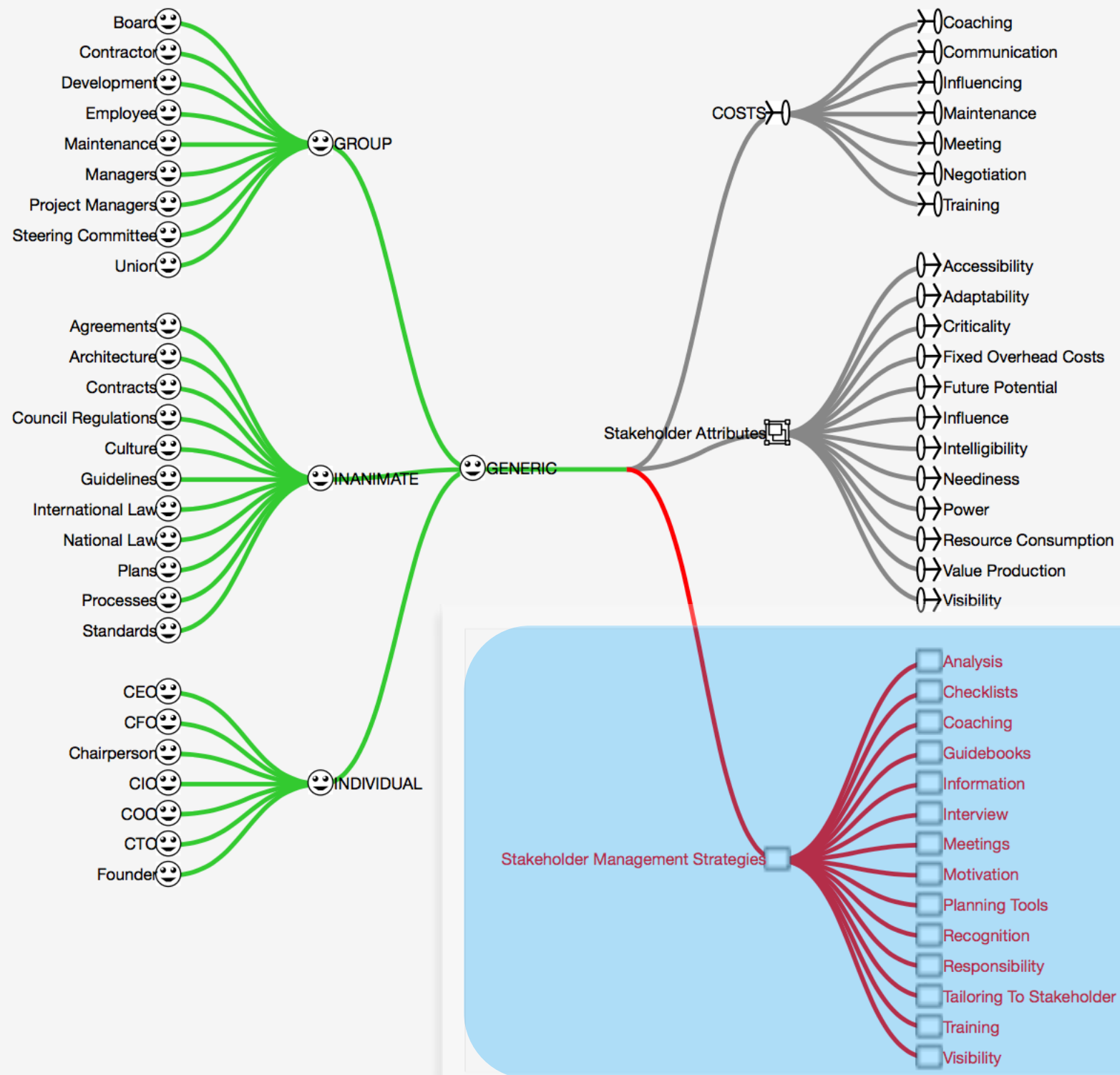
- Some attributes of stakeholders
- which can be defined in more detail,
- and can be quantified
- status estimated
- and potentially *improved*



# Stakeholder Costs



# Adding Strategies for Improving Stakeholder Attributes





# Stakeholder Value And Strategy Table

Settings...

+ Add

Sort

Duplicate...

Δ: INCREMENTAL

Show Sidebar

		<input type="checkbox"/> Analysis	<input type="checkbox"/> Checklists	<input type="checkbox"/> Coaching	<input type="checkbox"/> Guidebooks	<input type="checkbox"/> Information	<input type="checkbox"/> Interview	<input type="checkbox"/> Meetings	<input type="checkbox"/> Motivation	<input type="checkbox"/> Planning Tools
<b>Requirements</b>										
<div> <div>→</div> <div>Accessibility</div> </div> <div>Status: 0 → Wish: 0</div>	<div>Δ:</div> <div>Δ%:</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>
<div> <div>→</div> <div>Adaptability</div> </div> <div>Status: 0 → Wish: 0</div>	<div>Δ:</div> <div>Δ%:</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>
<div> <div>→</div> <div>Criticality</div> </div> <div>Status: 0 → Wish: 0</div>	<div>Δ:</div> <div>Δ%:</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>
<div> <div>→</div> <div>Fixed Overhead Costs</div> </div> <div>Status: 0 → Wish: 0</div>	<div>Δ:</div> <div>Δ%:</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>
<div> <div>→</div> <div>Future Potential</div> </div> <div>Status: 0 → Wish: 0</div>	<div>Δ:</div> <div>Δ%:</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>
<div> <div>→</div> <div>Influence</div> </div> <div>Status: 0 → Wish: 0</div>	<div>Δ:</div> <div>Δ%:</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>
<div> <div>→</div> <div>Intelligibility</div> </div> <div>Status: 0 → Wish: 0</div>	<div>Δ:</div> <div>Δ%:</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>Δ:????</div> <div>Δ%: 0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>
<div> <div>→</div> <div>Neediness</div> </div> <div>Past: 0 → Goal: 0</div>	<div>Δ:</div> <div>Δ%:</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>
<div> <div>→</div> <div>Power</div> </div> <div>Status: 0 → Wish: 0</div>	<div>Δ:</div> <div>Δ%:</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>
<div> <div>→</div> <div>Resource Consumption</div> </div> <div>Status: 0 → Wish: 0</div>	<div>Δ:</div> <div>Δ%:</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>	<div>????</div> <div>0 %</div>

## Stakeholder Ends and Means

the ???? signifies that we did not yet estimate the effectiveness of the ideas for getting better

Leve

Row: 0.0.1  
Col:  
Scale:  
Click inside

Click inside

Click inside

(by **tomgilb** - 2 minutes ago)  3

3

3

3

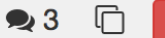
3

3

3

3

3



# ‘Accessibility’ defined quantitatively

## ➞ Accessibility

Permalink

### 0.0.1

**(by - an hour ago)**

**Level? Value Label?**

**Is Part Of:** Stakeholder Attributes

**Ambition Level:** we want to access the stakeholder insights, opinions and needs as soon as possible, same day would be great

**Scale:** Days from defined [Need] by a type of [Stakeholder] until we have a defined [Information] correct to a defined [Place] 

**Stakeholders: 0**

**Status:** Level: 7 Days to Get Info [Need = { <All> }, Stakeholder = { Critical }, Information = { Changed Stakeholder Authority }, Place = { Digital Planning

**Wish:** Level: 1 Days to Get Info [Need = { <All> }, Stakeholder = { Critical }, Information = { Changed Stakeholder Authority }, Place = { Digital Planning S...}





# ‘Adaptability’ Value defined

## ➔ Adaptability

[Permalink](#)

0.0.1

Level? Value Label?

(by - an hour ago)

Is Part Of: [Stakeholder Attributes](#)

**Ambition Level:** give a high degree of stakeholder ability to respond to planning changes, both in seeing consequences, reviewing the.

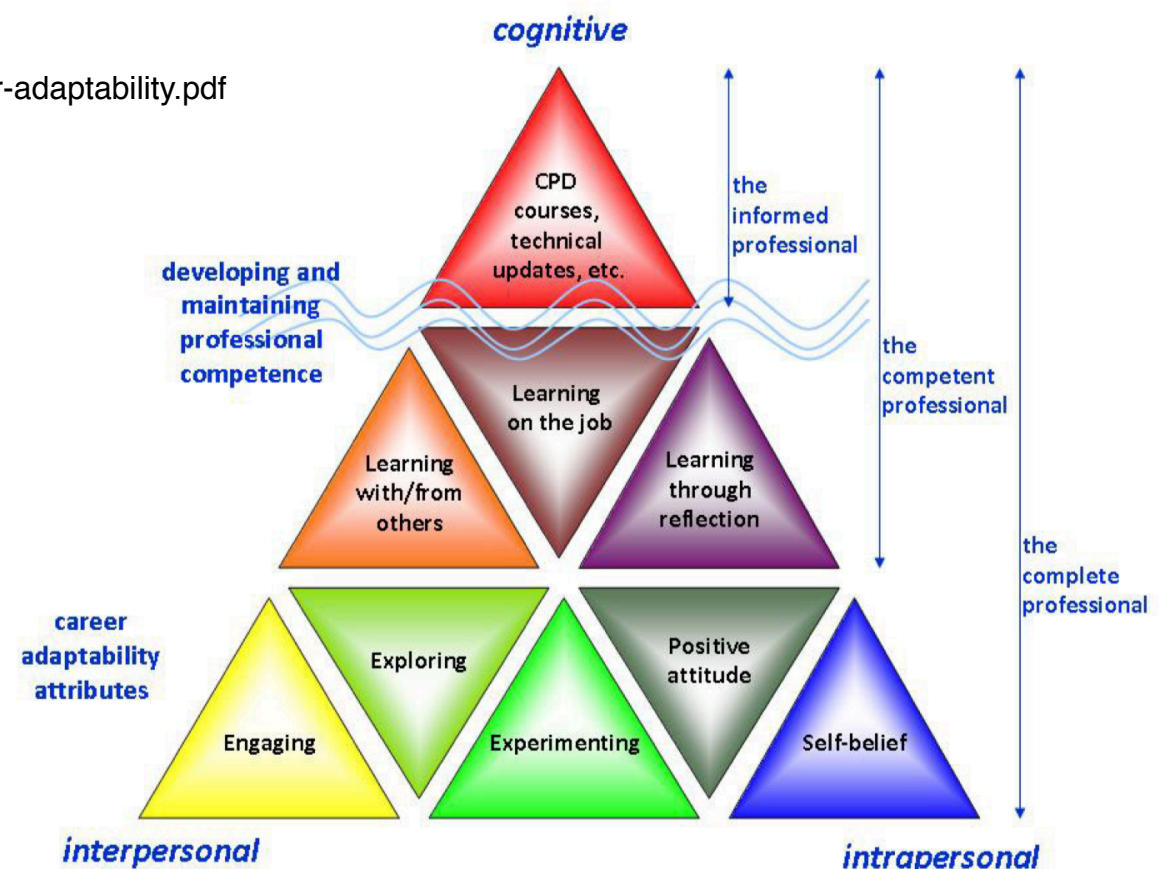
**Scale:** % capability for a [Stakeholder Class] to correctly and within 5 minutes of effort do a defined [Stakeholder Action]

**Stakeholders:** Architecture, Managers, Project Managers, Steering Committee, Union

**Status:** Level: **30** % Quick Actions [Stakeholder Class = { <All> }, Stakeholder Action = { <All> }] When 24th June 2017

**Wish:** Level: **90** % Quick Actions [Stakeholder Class = { <All> }, Stakeholder Action = { <All> }] When 24th June 2020

<http://www.alisonmaitland.com/wp-content/uploads/2016/12/The-importance-of-career-adaptability.pdf>



# Stakeholder Value And Strategy Table

Settings... Add Sort Duplicate... Δ: INCREMENTAL

		<input type="checkbox"/> Analysis	<input type="checkbox"/> Checklists	<input type="checkbox"/> Coaching	<input type="checkbox"/> Guidebooks	<input type="checkbox"/> Information	<input type="checkbox"/> Interview	<input type="checkbox"/> Meetings	<input type="checkbox"/> Mot
Requirements									
⇒ Accessibility	Δ: -6	????	????	????	????	????	????	????	????
Status: 7 → Wish: 1 Days to Get	Δ%: 100 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %
⇒ Adaptability	Δ: 20	????	????	????	????	????	????	????	????
Status: 30 → Wish: 90 % Quick Action	Δ%: 0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %
⇒ Criticality	Δ: ????	????	????	????	????	????	????	????	????
Status: 0 → Wish: 0	Δ%: 0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %
⇒ Fixed Overhead Costs	Δ: ????	????	????	????	????	????	????	????	???
Status: 0 → Wish: 0	Δ%: 0 %								
⇒ Future Potential	Δ: ????	0 %	0 %	0 %	0 %	0 %	0 %	0 %	%
Status: 0 → Wish: 0	Δ%: 0 %								
⇒ Influence	Δ: ????	????	????	????	????	????	????	????	????
Status: 0 → Wish: 0	Δ%: 0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %
⇒ Intelligibility	Δ: ????	????	????	????	????	????	????	????	????
Status: 0 → Wish: 0	Δ%: 0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %
⇒ Neediness	Δ: ????	????	????	????	????	????	????	????	????
Past: 0 → Goal: 0	Δ%: 0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %	0 %

Known Unknowns

# Critical = {Stakeholders, Requirements}

- prioritization tactic
- **Critical Factor Concept \*036**
  - A critical factor is an attribute level or condition in a system,
  - which can on its own,
  - determine the **success or failure** of the system
  - under specified conditions.
- We prioritize critical factors like **critical stakeholders** and their **critical requirements**
  - until all are satisfied
  - then we should probably stop



Monitoring  
for all critical  
care areas



# Stakeholder Rights

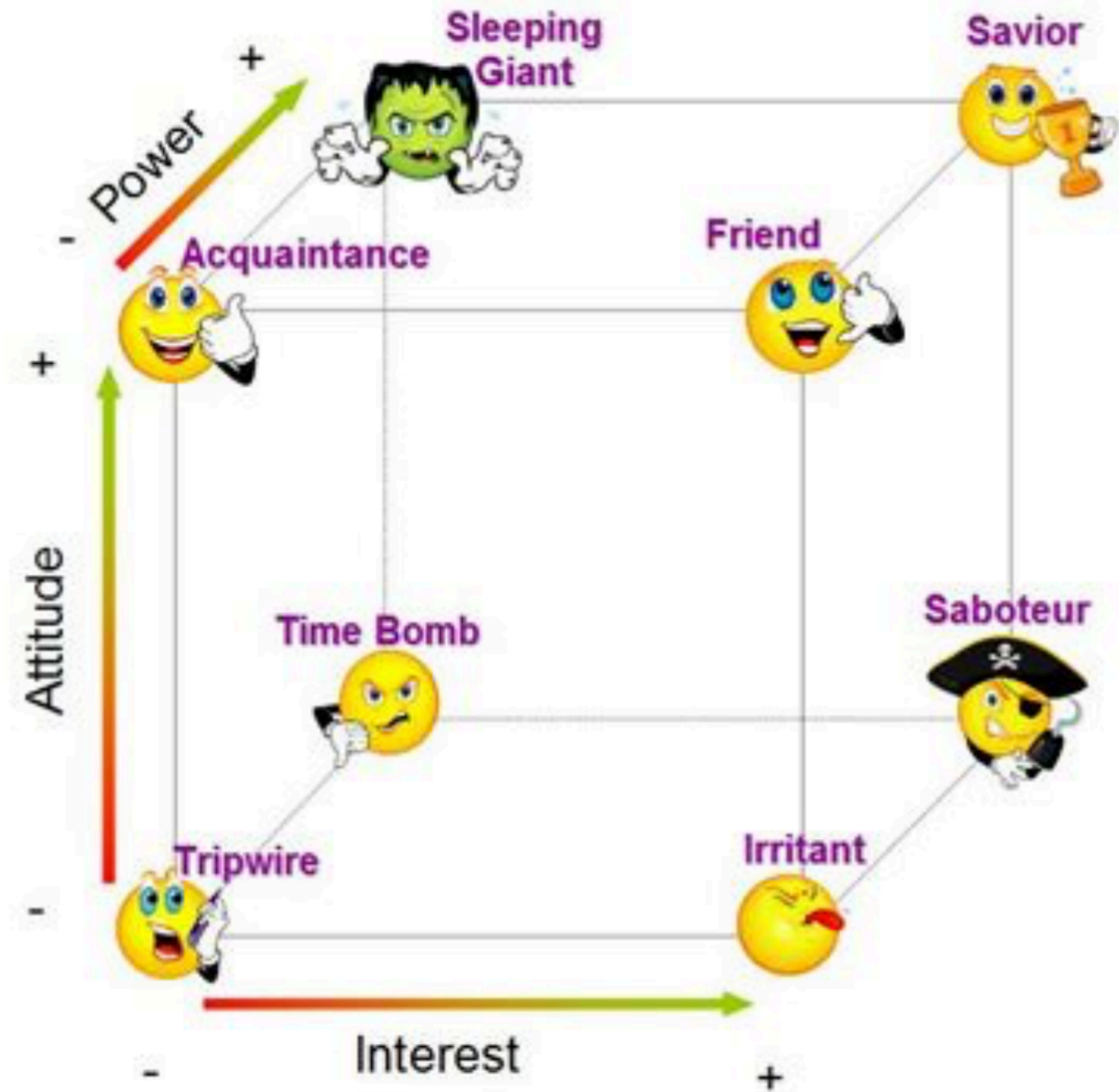
- Stakeholders should have the
  - **Right to have a voice**
  - **Right to be consulted**
  - **Right to be warned**
  - **Right to suggest**
  - **Right to review**
  - **Right to measure**
  - **Right to complain**
  - **Right to be informed**
  - **Right to change their mind**
  - **Right to understand costs**
  - **Right to understand value/resources**
  - **Right to understand risks**
  - **Right to set their priorities**



<https://humanrightsmeasurement.org/methodology/measuring-civil-political-rights/>

# Stakeholder Power in 3D

- Stakeholder power is *rarely absolute*
- Stakeholder power needs to be balanced with all other stakeholders
- Stakeholder power will vary through time
- Stakeholder power is less relevant when their needs are satisfied



<https://www.brighthubpm.com/project-planning/23481-stakeholder-analysis-spheres-of-influence/>

# Stakeholder Ethics

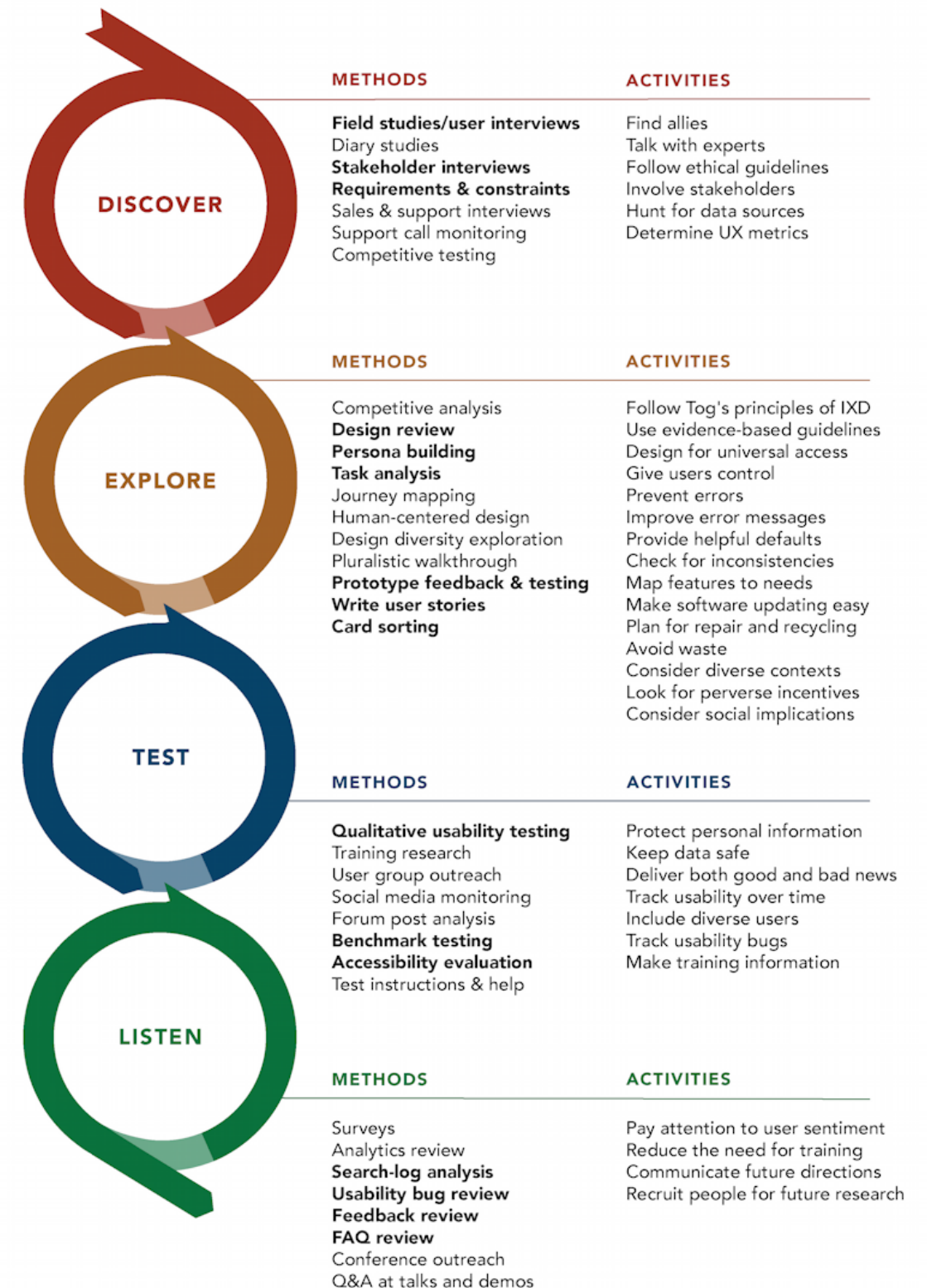
- **Stakeholders will have highly varied ethics, and motivations**
- **We can influence stakeholder ethics by a variety of actions**



# Stakeholder Feedback Types

- Stakeholders have a variety of ways to feedback, react, and influence the process
- gradual measurement of value delivered versus value expected
- complaints
- ‘Sensemaker’<sup>TM</sup> feedback

## UX ACTIVITIES IN THE PRODUCT & SERVICE DESIGN CYCLE





# Defining a list of stakeholders which are related to an Objective

Educational Safety

Stakeholder Value Empty

(by gilbguest4 - 22 days ago)

Permalink

0.0.1

Is Part Of: TOP CRITICAL OBJECTIVES

Ambition Level: All children should be able to attend education in complete safety.

Scale: Number of [Educational Participants] in a [Region] registered as victims of [Assault] due to their [Engagement] in some form of [Edu..

Status: Level: 185000 Persons per year [Educational Participants = <All>, Region = Afghanistan, Assault = <All>, Engagement = Physical, Education = Hi...

Wish: Level: 100000 Persons per year [Educational Participants = <All>, Region = Afghanistan, Assault = <All>, Engagement = Physical, Education = High...

Stakeholders: Change...

(by gilbguest4 - 23 days ago) 0

+ Link to Stakeholder

Tag	Actions
Covert Schools	
Internet Based Community Group	

Enter additional stakeholder information

The Scale definition, scale 'parameters' - give additional information regarding stakeholders: such as where, when, which type, under what circumstances



**Educational Safety** ☒  
Stakeholder ☒ Value ☒ **Empty** ☒ (by gilbquest4 - 22 days ago)  [Permalink](#)

Is Part Of: **TOP CRITICAL OBJECTIVES** ☒ Value

**Ambition Level:** (by gilbquest4 - 22 days ago) 0

All children should be able to attend education in complete safety.

**Source:**

<https://childrenandarmedconflict.un.org/countries-ciac/afghanistan/>  
<http://www.unwomen.org/en/what-we-do/ending-violence-against-women/facts-and-figures>  
[https://www.unicef.org/esaro/7310\\_Gender\\_and\\_education.html](https://www.unicef.org/esaro/7310_Gender_and_education.html)  
<http://theirworld.org/news/10-countries-where-girls-education-has-been-attacked>  
[http://www.ungei.org/srgbv/files/Study\\_on\\_Violence\\_Against\\_Schoolgirls\\_final.pdf](http://www.ungei.org/srgbv/files/Study_on_Violence_Against_Schoolgirls_final.pdf)

**Scale:** (by gilbquest4 - 22 days ago) 0

Number of **[Educational Participants]** in a **[Region]** registered as victims of **[Assault]** due to their **[Engagement]** in some form of **[Education]**.

**Short Description:** Persons per year, **Time Units:** Year

**Assault:** defined as:  
Killed, Physical assault

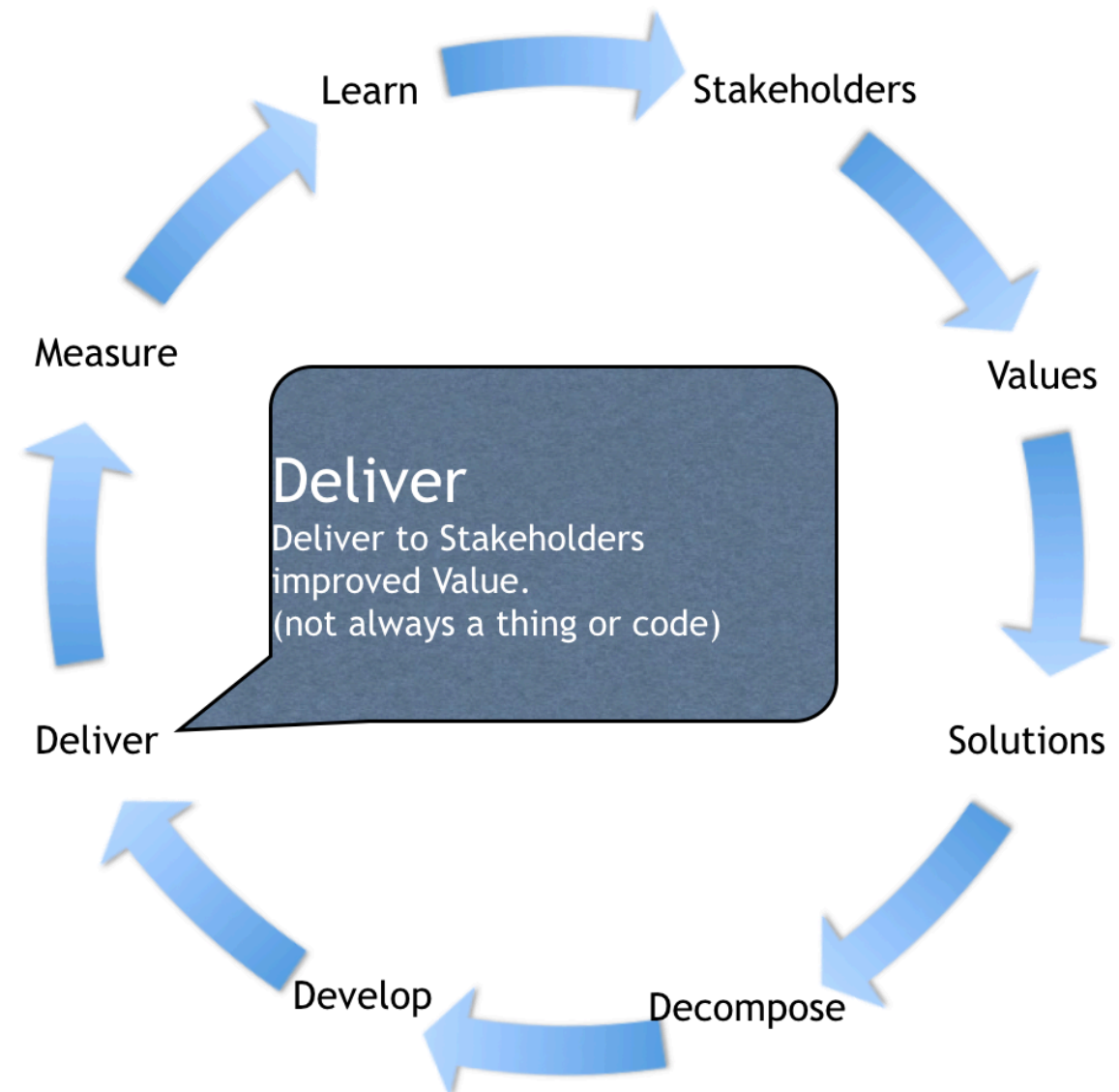
**Education:** defined as:  
Preschool, High School, University

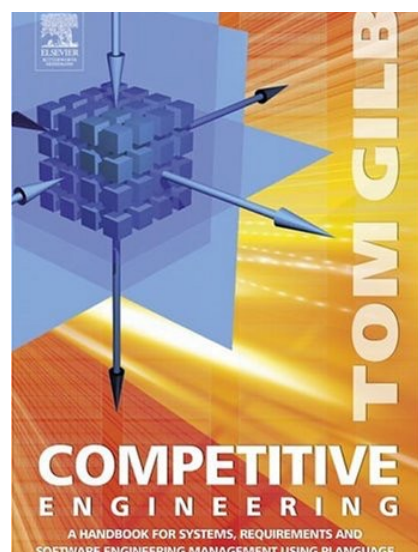
**Educational Participants:** defined as:  
Teacher, Student

**Engagement:** defined as:  
Physical, Virtual

# Stakeholder-Driven Value Delivery

- all projects
  - are about
  - *delivering values*
  - to **stakeholders**





**End of Talk.**  
***Get a free e-copy of  
'Competitive  
Engineering' book.***  
**[https://www.gilb.com/p/  
competitive-engineering](https://www.gilb.com/p/competitive-engineering)**

these slides are at  
<http://concepts.gilb.com/file24>



Pictures from Spring edition of the Masterclass  
5 / 41



<https://www.gilb.com/store?tag=books>