



AGILE GURGAON 2016



27-28 May 2016

The Leela Ambience Hotel,
Gurgaon

www.agilegurgaon.com

AGILE GURGAON

brillio

www.agilegurgaon.com



Influence through stories

Mosesraj R

CIO & Head of Excellence, Brillio



James Bond Stockdale

On who did not make it out of Vietnam?

Oh, that's easy, the optimists. Oh, they were the ones who said, 'We're going to be out by Christmas.' And Christmas would come, and Christmas would go. Then they'd say, 'We're going to be out by Easter.' And Easter would come, and Easter would go. And then Thanksgiving, and then it would be Christmas again. And they died of a broken heart

Selecting → Connecting → Relating



The end
justifies
the means
- Machiavelli



Selecting → Connecting → Relating

- A story of 2011 world cup
- A tied match
- Disadvantage situation
- View of the captain when down under

- A different game
- A captains view on their focus

- Situations
- Outcome revealed

- Disciplined working towards the end

- Controlling the controllable

- End doesn't justify the means

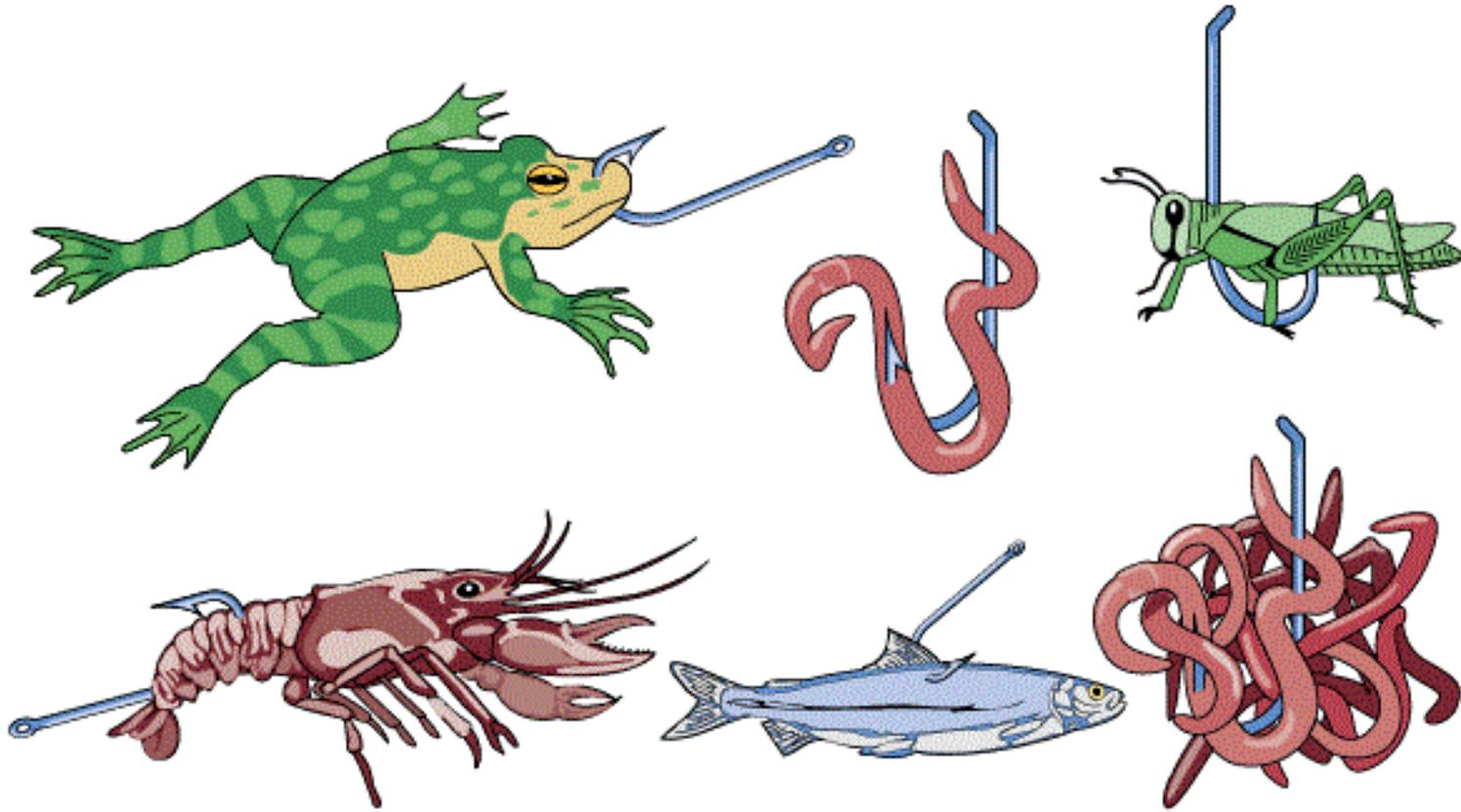


AGILE GURGAON

brillio

www.agilegurgaon.com

Selecting → Connecting → Relating



Relate this
story to the
principle

© 2010 Encyclopædia Britannica, Inc.

Selecting → Connecting → Relating

Impact of stories on the mind?

- Touches multiple sensory organs
- First reaction is “awe” not “is it true?”
- Mind is designed to remember stories better

Story telling is historical

- Martin Luther King – “I have a dream” (Social Transformation)
- Most great teachers – both ancient and contemporary, pass timeless truths through stories. It is part of our asian culture and especially Indian as well
 - Jesus Christ – real life instances, objects

Selecting → Connecting → Relating

Powerful
feedback



Selecting → Connecting → Relating

How to identify stories?

- Look at real world situation (e.g. human body)
- Connect personal happenings
- Talks of great people
- Situational thinking

Preparing..

- Thinking of outcome and picking the story
- Preparing the opening statements – invoking curiosity
 - “Once upon a time” start
 - Start from a middle
 - Stating the end and starting
- Deciding how to derive the outcome
 - A set of questions that would prompt people to tell the outcome
 - Driven as part of the story itself
- Writing a narrative script, practice

Think of stories for these....

- Working product
- Customer collaboration
- Working together – pair programming
- Collaboration
- Stories breakdown
- Feedback cycle
- Visibility
- Vision
- Retrospective
- Cultural change takes time
- Don't fret. Think of your problems first
- Focus on what can be controlled
- Being focused

Thank You!

Previous talk on the same subject

<https://www.youtube.com/watch?v=nzXwtYgPMCg>