

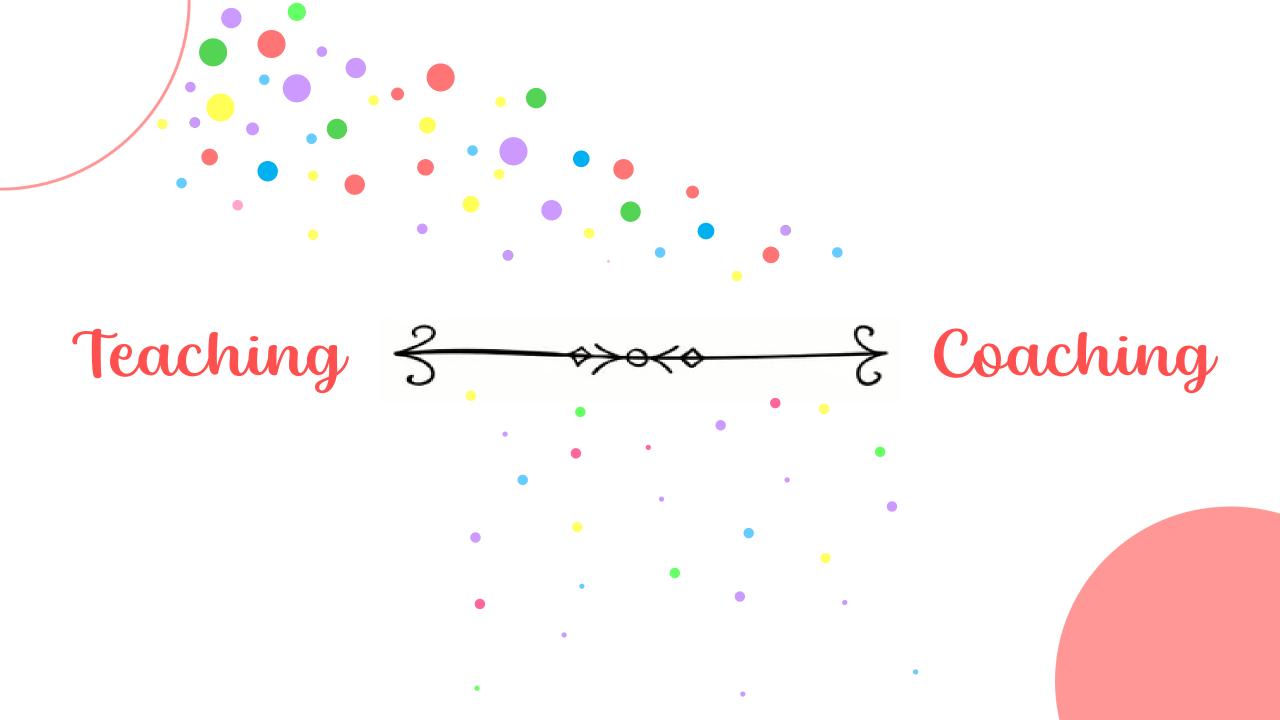
### Agenda

- Introduction to Quality Coaching
- Is Quality Coaching for you?
- How I sold Quality Coaching
- Skills that I consider important
- My experience
- Reflection



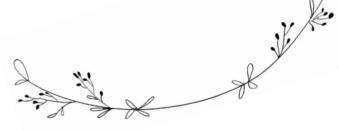
What is Quality Coaching





Goal of Quality Coaching





"To be the person who is the catalyst of good testing and quality practises in the team"

"Coaching is about co-creating a solution to a given problem that they perceive"

- Vernon Richards

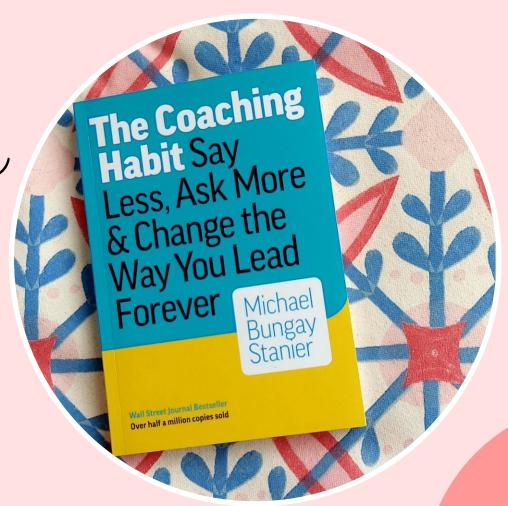


What are the benefits of Coaching?

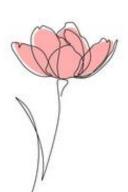


## Benefits of Quality Coaching

- Empowers developers to own testing
- Allows you to become more of a testing & quality expert



# How did I get into Coaching?

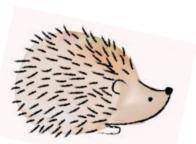


"We expand testing abilities and knowhow across the team; understanding that this may reduce (or eliminate) the need for a dedicated testing specialist."

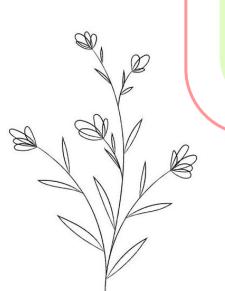
- Modern Testing Principles, No. 7

"The best people are spiky"

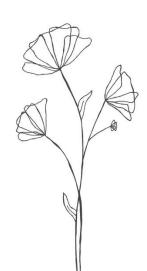
- Nine Lies About Work, M Buckingham, A Goodall



# To Quality Coaching for you?

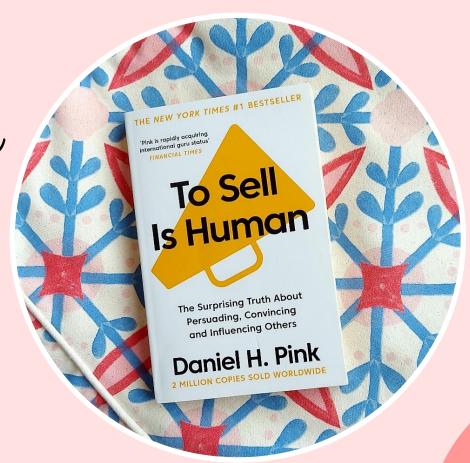


## How to sell Quality Coaching



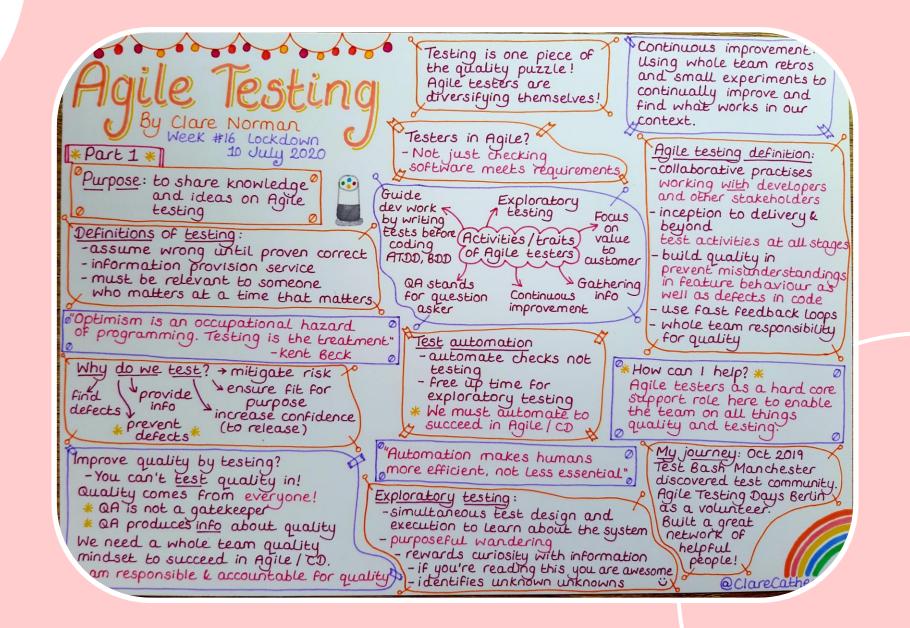
## Two ways to sell Quality Coaching

- Sell the benefits to them
- Sell the problem that this is designed to solve



## Find your allies







Your vibe attracts your tribe



Don't wait for permission!



## Introducing the concept to the team



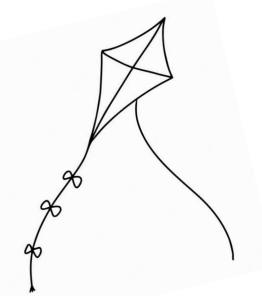
#### "Begin where you are"

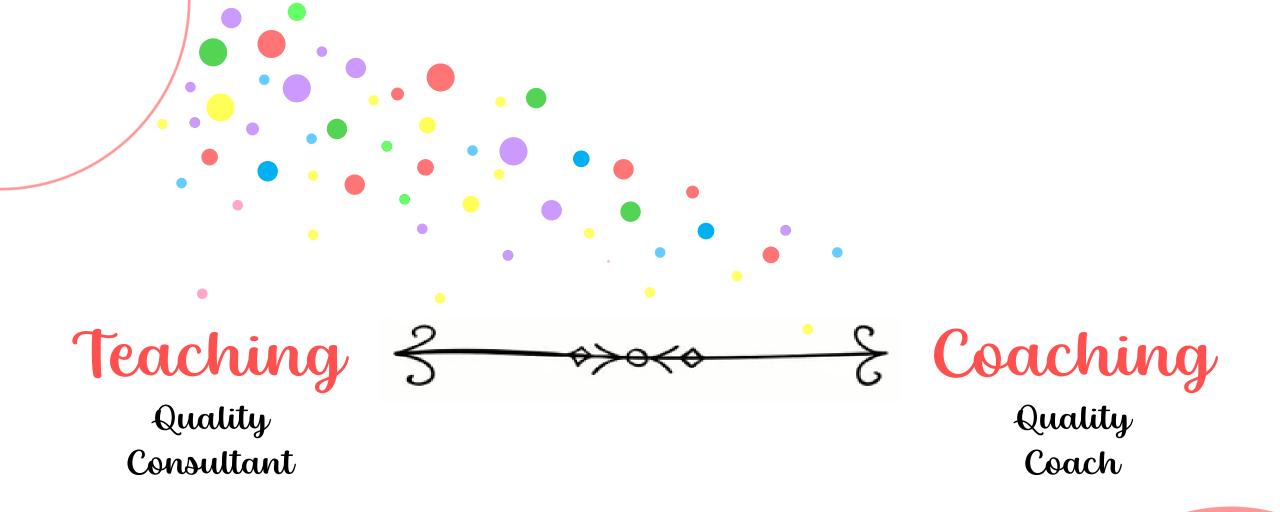
- Keri Smith, How to be an explorer of the world 2011



#### Test Handover

- How does this feature actually work? Give me a walkthrough of the feature
- What bugs did you find when you were testing?
- What tests have you run as part of your dev testing?





## What makes a good Quality Coach?



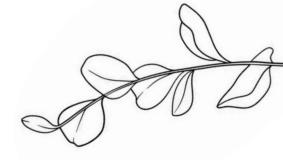
## Listening



#### How to listen

- Pay attention
- Embrace silence





"Listening is the lack of presumption that you know what someone will say or that you know better"

- You're Not Listening, Kate Murphy

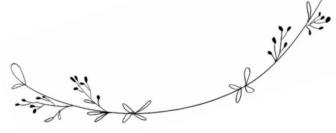


"Curiosity may kill the cat but it keeps the tester alive"



What does risk mean to you?





"Humble Inquiry (asking questions) should not influence the content of the answer nor the form that the answer takes"

- Humble Inquiry, Edgar Schein



## Questions

- What problem are we trying to solve?
- What are users doing now?
- What happens before/after this feature?
- Is it possible we could implement this solution and not solve the problem?
- What happens if this fails?
- What is the worst thing that could happen?
- How will we know if this fails?
- How will we get user feedback?





### Wrap up

- Benefits of quality coaching
- Does it suit you?
- Sell the benefits or the problem
- Meet the team where they are
- Use experiments
- Hone your listening skills



