

Commitment script chapter two

Page 33:

David is called into a meeting with three guys in a suit. They are the managers from the corporate headquarters. They are not pleased with the results from the project and are firing David.

When David is leaving the meeting he is ignoring the questions from Rose. David is packing his personal things and will be escorted out of the building by security. Rose doesn't get this straight away.

Rose is asked to step into the room with the people from headquarters.

Page 34:

Rose steps into the meeting. The people from HQ apologize for surprising her with this situation. They explain the situation to Rose and want Rose to take over the project management role for this project. At first present they present it as a great opportunity.

They have looked at her history and know that she has had a disastrous project in the past. This is why they think she is perfect for the role. The three from HQ have a double agenda: they would actually prefer the project to fail. It will allow them to close this branch, fire people and just take over the clients.

Rose is unsure of herself and if she should take the role. In the background David is walking out the building.

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It is made clear to Rose that she needs to decide whether or not to take the job. Not taking the job would possibly mean all their colleagues are out of a job. Rose is very conflicted given her past experiences.

Page 37:

Rose on the phone with Lilly. Lilly is in Paris at this moment.

Rose informs Lilly that she got David's job. Lilly is cheering for Rose for her finally taking a big step forward. Rose is still hesitant as she doesn't want that big of a responsibility. Lilly tells Rose to forget about her past and get the job done. Although Rose is the younger sister of the two she is more action oriented than Rose. Lilly points this out by saying that Rose sometimes needs a little push. The cliff is a forward reference to page 44 in the book. (Jumping off a cliff is a commitment if you jump without a rope to get back up.)

Page 38:

The next day Rose is getting ready to talk to her team.

Page 39/40

Rose informs the team of the new situation of her being in charge and that the team needs to work even harder. The team is not pleased with this. Rose takes the lead and tells the team she will come up with a new plan (not asking the team).

Page 41

Rose working at her computer trying to figure out the new plan. She still sees people as interchangeable by calling them resources and bodies. She shows some inclination to enter the names of people.

Page 42:

Rose tries to solve it another way but finds out the numbers only end up worse. She still thinks she needs to solve it. This is why she cries out that SHE is not able to make it work.

Page 43:

Rose and Lilly have lunch and discuss Rose's situation. This is where Lilly explains Real Options to Rose.

Page 45:

Lilly walks Rose back to her office hoping their conversation has helped Rose to cope with the rest of the day. When they are near the office, they run into Duncan, one of Rose's colleagues. Duncan runs another project for the same company. Duncan is interested in Rose, something that Rose completely doesn't notice. Lilly makes a hint in that direction.

Duncan doesn't recognize Rose because she has her hair down. Rose apologizes for this and puts her hair back up. In the office Rose has her hair up and down when she is relaxed and in a more private setting. This is an indication of the different sides of Rose, a two-face theme. As the story progresses you will see her hair change along with her attitude.

Page 46:

In her diary Rose references the cliff again and explains Real Options and commitments.

The last part about technical debt is wrong. We put this in on purpose, but are likely to throw it out and replace it with something that is more accurate.

Page 47:

Rose is addressing her team. At first she shows signs of understanding the team and team work. She wants the team to do more together (pairing), resulting in a smiling team.

Then she tells them to stop working on the technical debt and they have to work overtime in the evenings and weekend.

She still has a focus on herself and says she is not happy with it either.

Page 48:

Later that evening when the cleaning lady starts cleaning and the office normally is empty the team is still working on the project. The security guard does his round and chitchats with Rose. It's another superficial exchange. The guard has some interest in Rose, but Rose doesn't see it.

Page 50:

It's Saturday and the team clearly isn't happy with the new situation. Not everybody is in. When Rose comes in, the team goes quiet as a signal that the team isn't happy with Rose and she is not one of them.

One of the devs (Simon) is on the phone with a recruiter of some sort and quickly ends the call when he sees Rose approaching. Rose is asking about Bob. When she hears Bob is sick, she is not concerned with Bob, but is feeling self pity as the team falls behind no matter what SHE does.

Page 51:

Rose thanks the team for coming in on Saturday as they are leaving. The team is grumbling.

The last shots of the page are Rose preparing for the meeting she'll have with the three bosses on Monday

Page 52:

Rose is trying to relax in the weekend.

Page 53:

Rose presents her plan to the three bosses and tells them she can still make it if they only allow her to attract five more developers. The three bosses are quiet and look at each other.

Page 54:

The bosses make it very clear to Rose that they are not satisfied with the new plan and that they had fired David for a similar plan. They are openly questioning the decision to give Rose a chance and that they should have given the project to Duncan from the start, but he wasn't available. This is intended to put Rose under even more pressure.

Page 55/56/57/58

An explanation of options in general and real options specific.