

# “We Need It By The End Of The Year: What’s Your Estimate?”



**Tim Lister**



The **Atlantic Systems Guild**  
**Inc.**

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# I am a Risk Management Zealot



# Estimating is Overwhelmed By Expectations



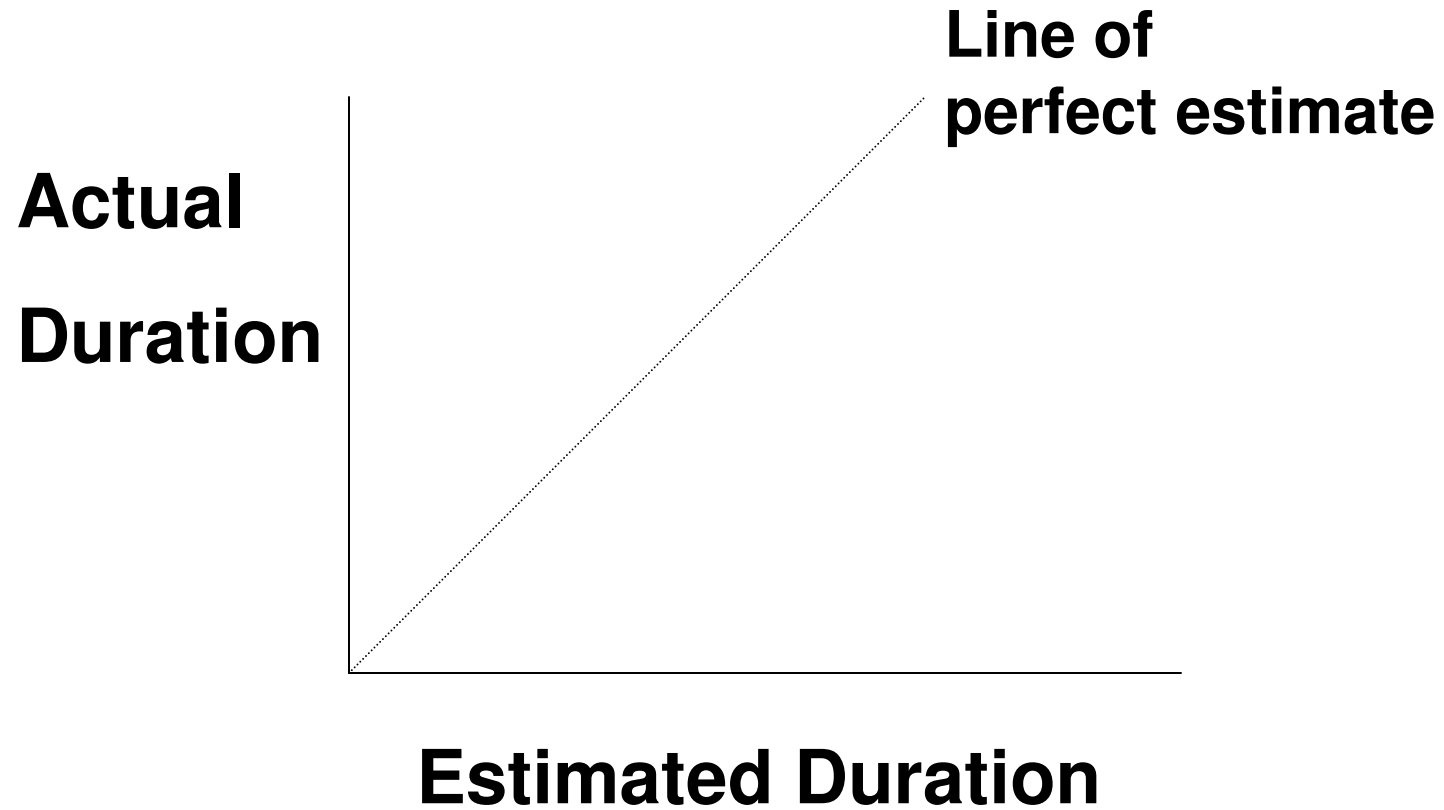
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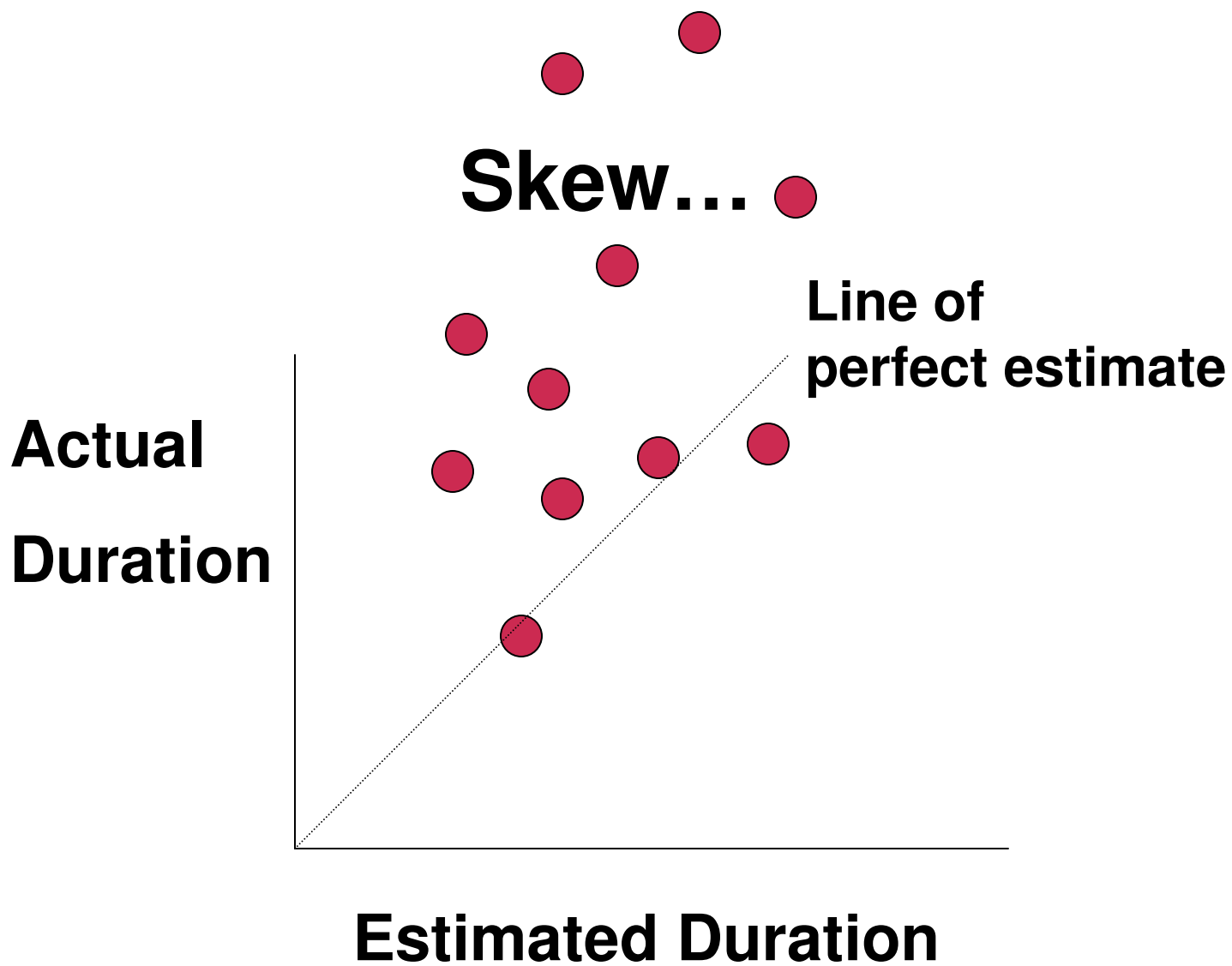
- skew
- precision
- cargo overboard



“Oh, you mean *that* on-coming train.”

# Skew...





# Precision...the Fictio

**Statement:**

**“We’ll deliver by Wednesday  
October 31st.”**

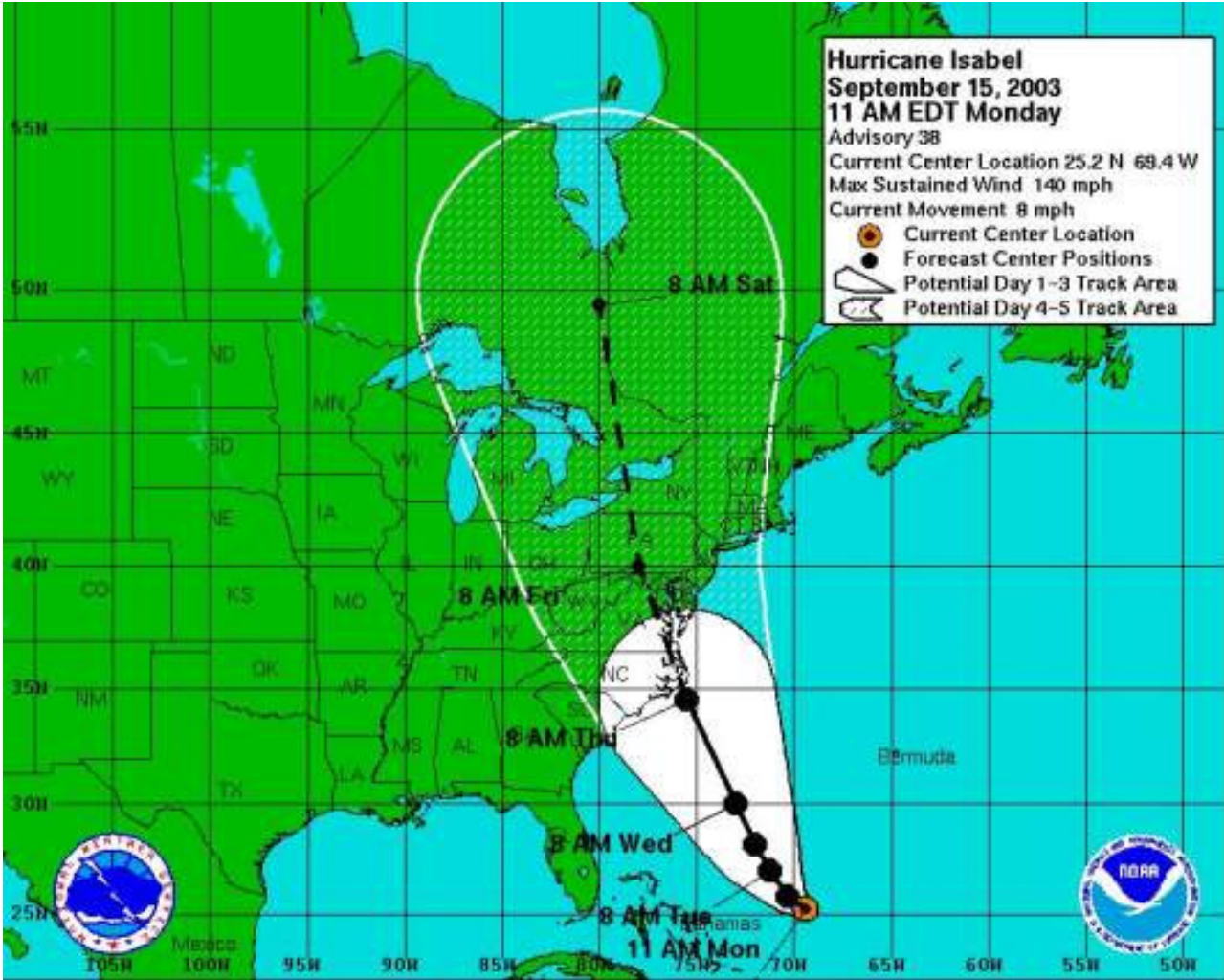


**Question:**

**“What time on the 31st?”**

**precision vs. accuracy**

# Precision...the Fact





# Uncertainties...

- **Of Journey**
- **Of Destination**



**All projects are trips of learning and decision making**

# **The Myth of “Getting Back on Schedule.”**



**Cargo Over-Board!**

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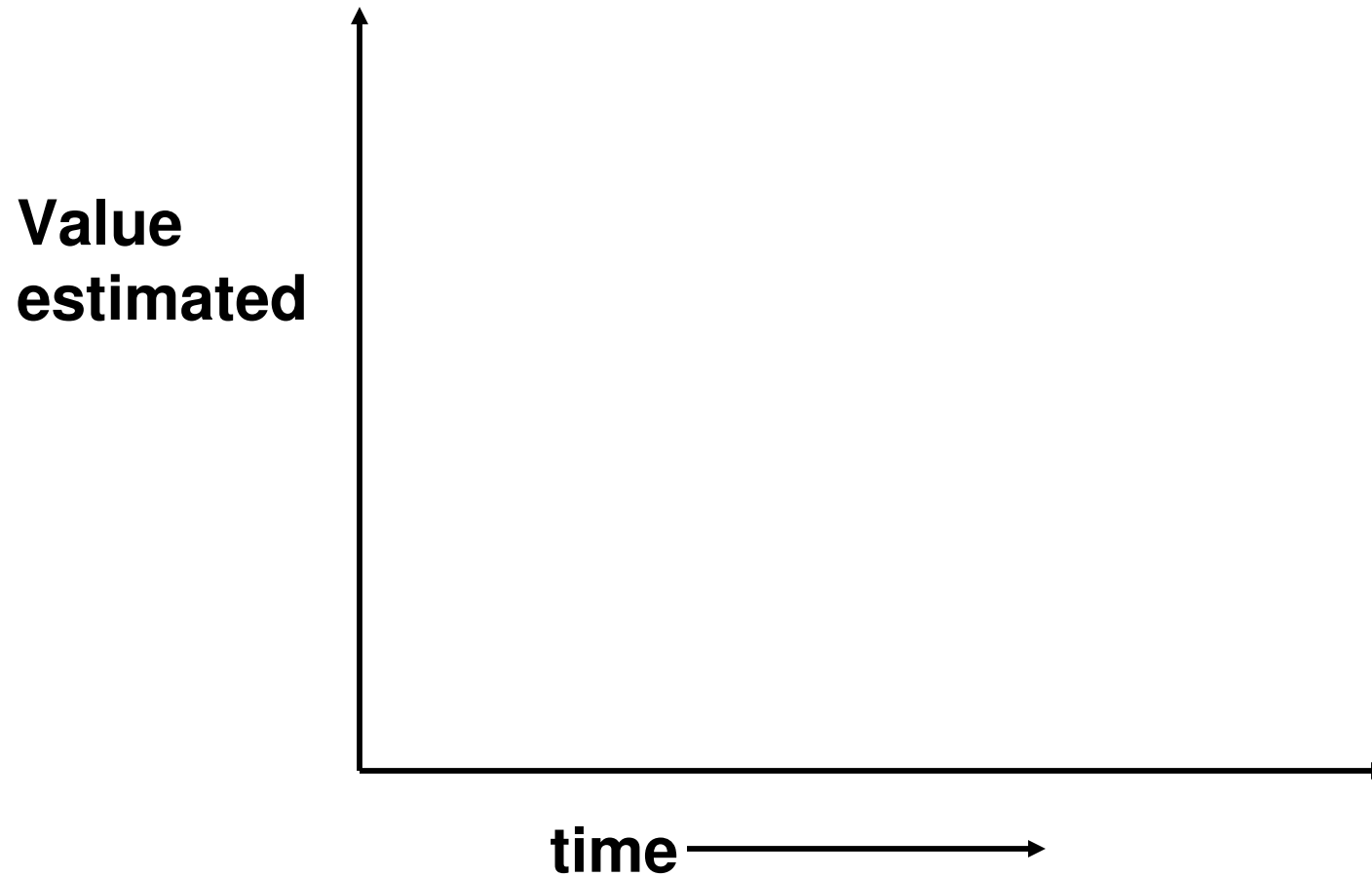
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a good goal is a bad estimate, and vice versa.**
- 2. Explicitly state the assumptions you made  
your estimates.**
- 3. Make your estimates public and continuous.**
- 4. Never give a single number...band your  
estimates..best - most likely - worst.**

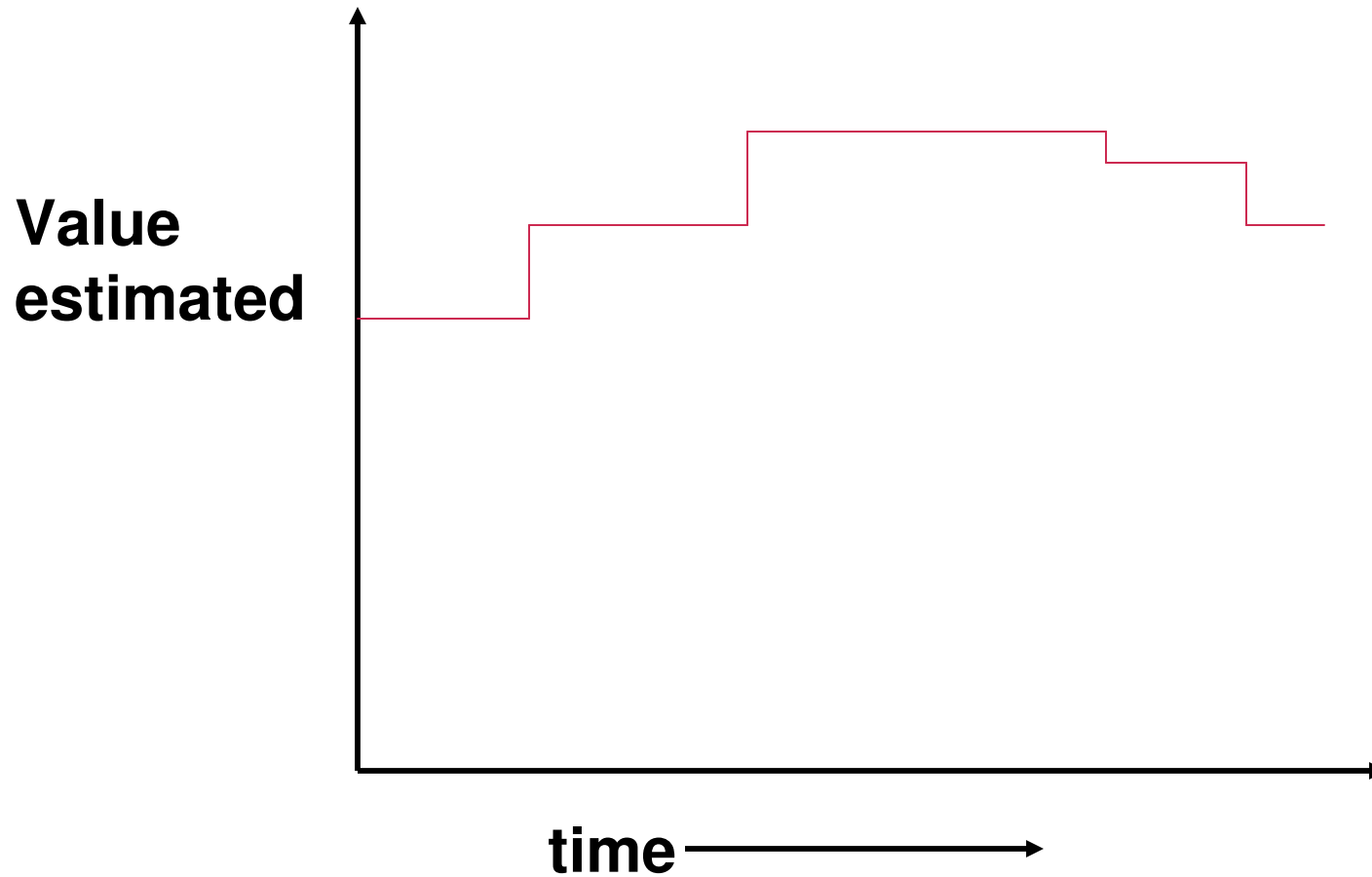
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## Estimate Quality Factor (EQF)



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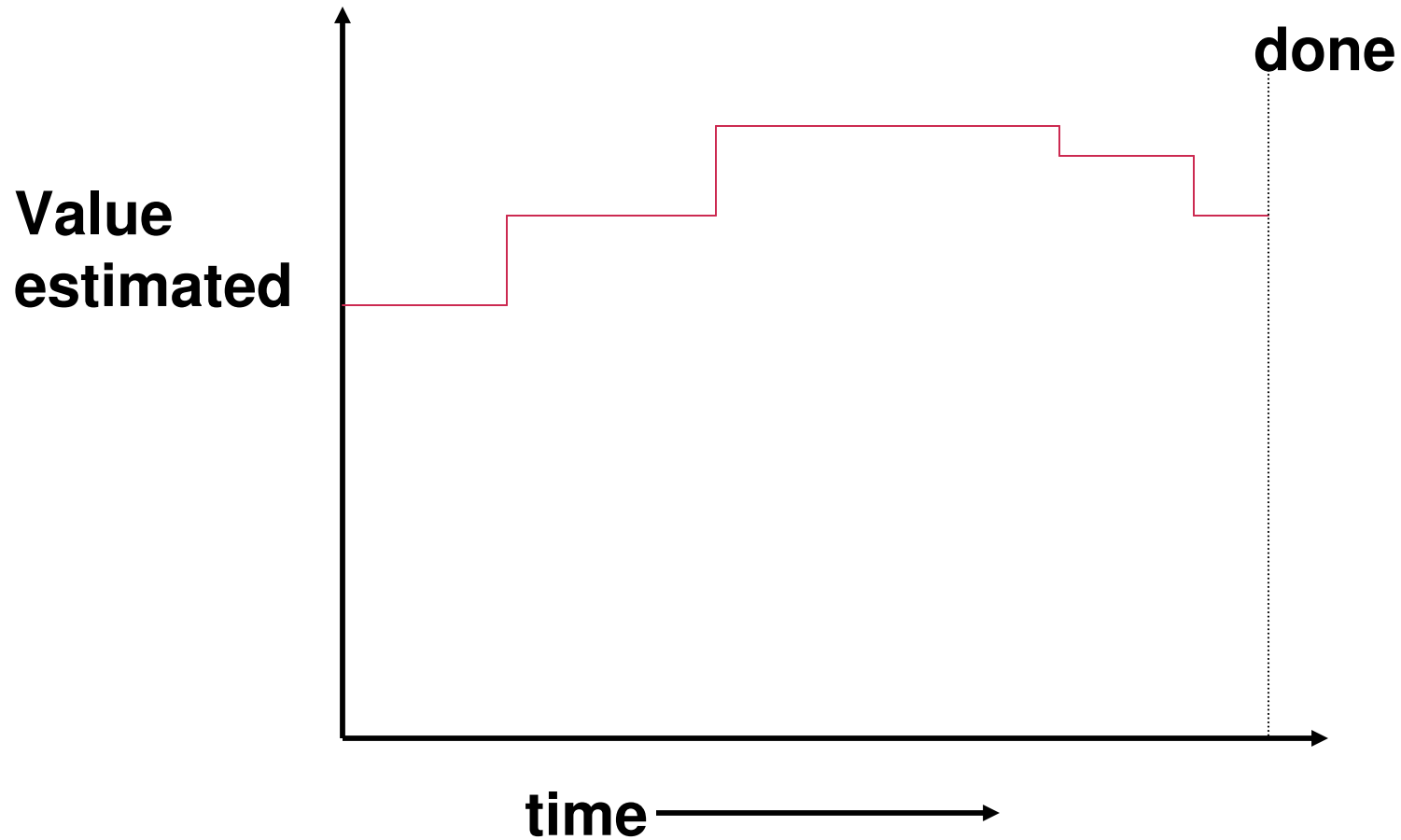
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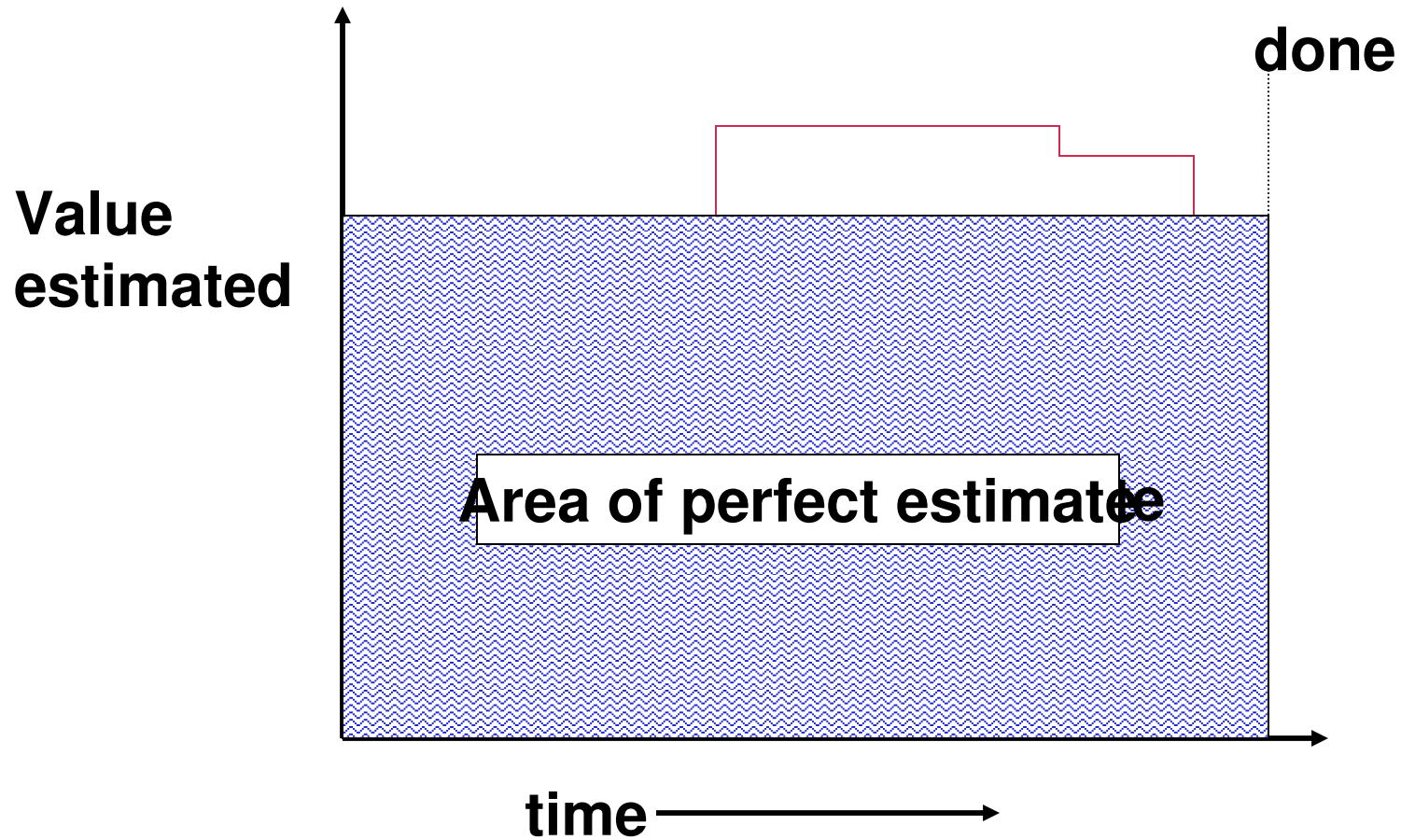
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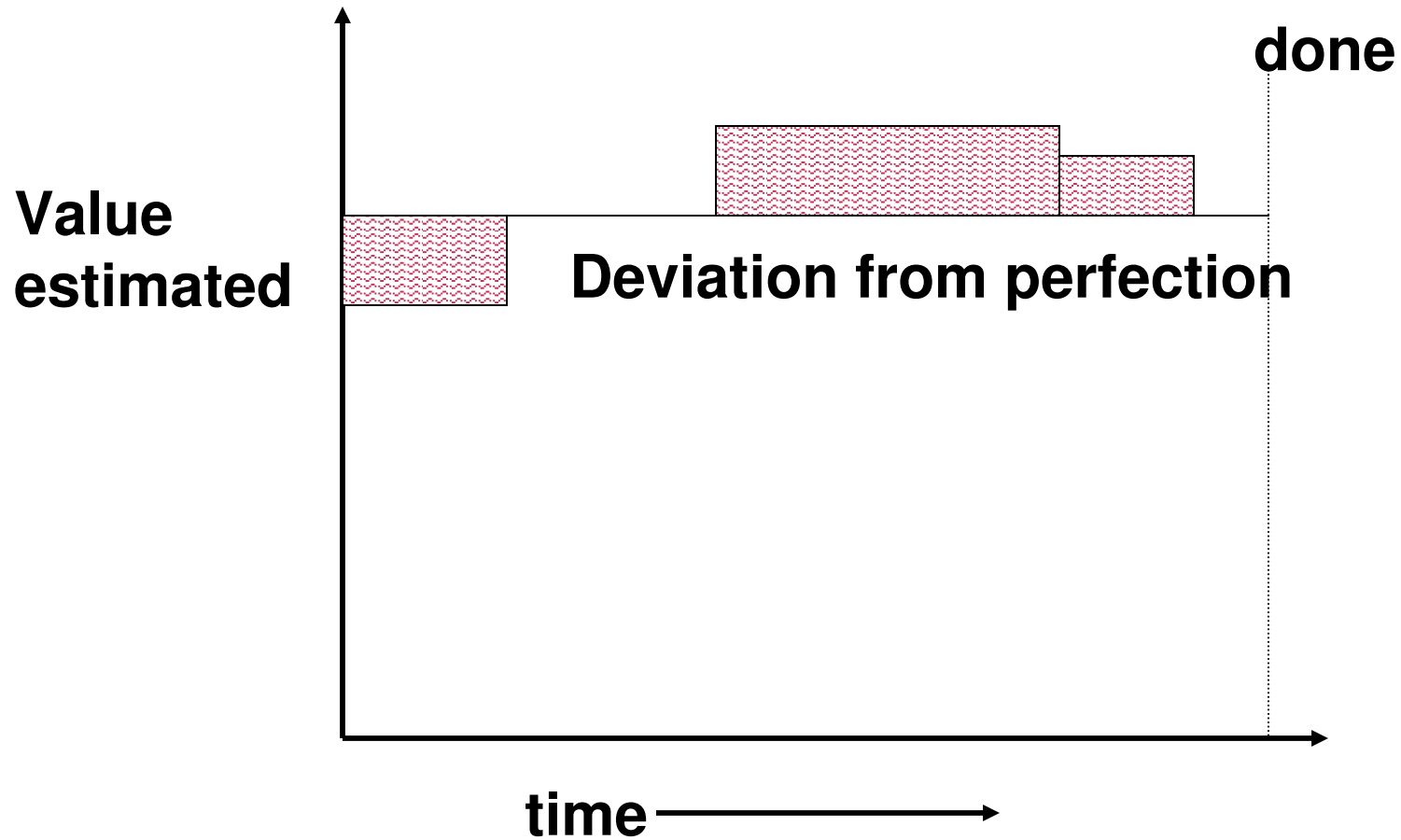
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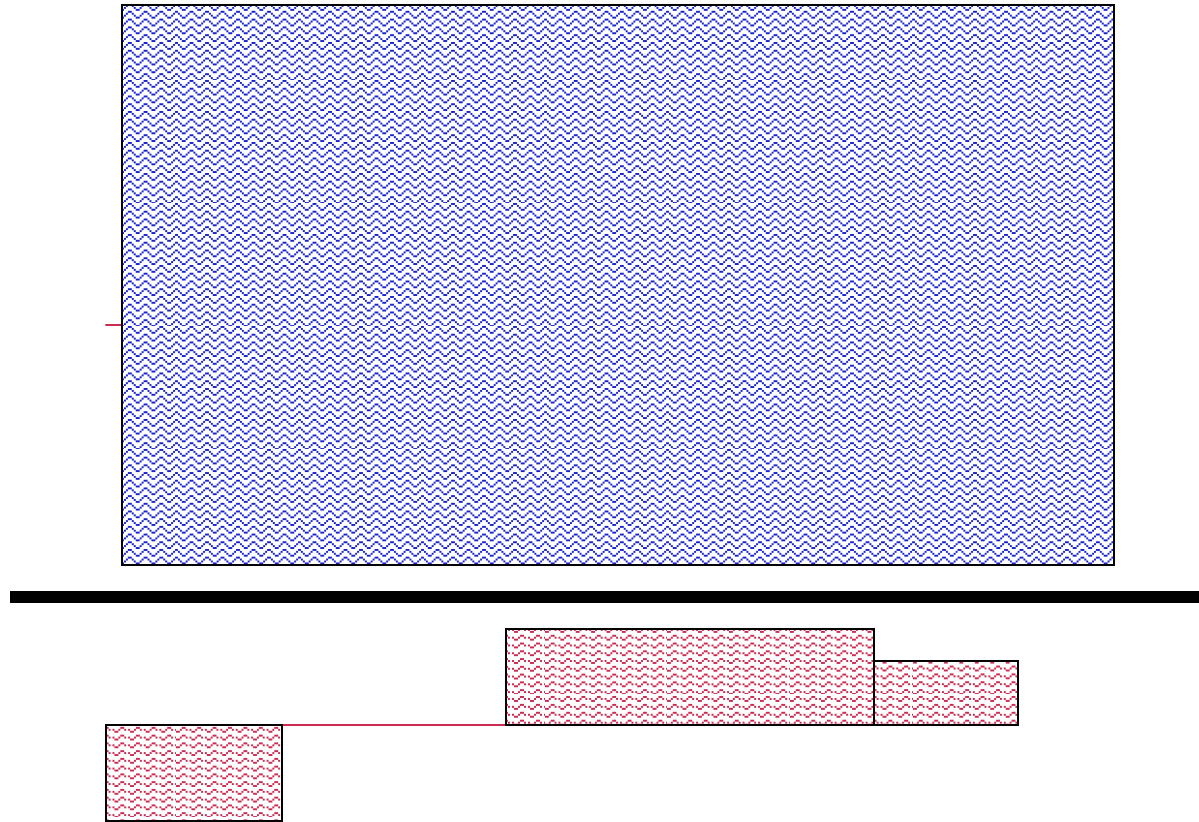


# Tracking and Scoring Estimates...

## Estimate Quality Factor (EQF)



$$\text{EQF} = \frac{\text{Area of perfection}}{\text{Deviation from perfection}}$$



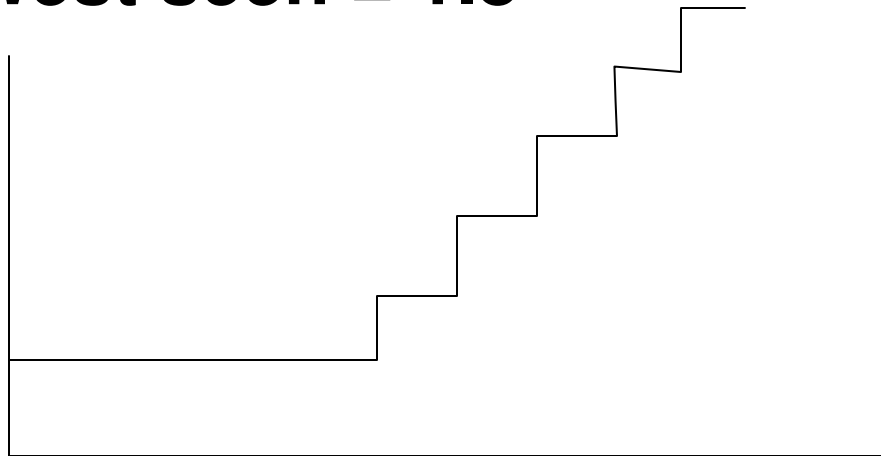
$$\text{EQF} = 6.5 \pm$$

# Calibrating this...

**Highest scores = 9.0 +**

**Typical scores = 4.0**

**Lowest seen = 1.8**





**Realistic Estimating...**

**Get used to it.**



**Tim Lister**  
**The Atlantic Systems Guild, Inc.**  
**3143 Broadway, Suite 2B**  
**New York NY 10027**  
**212 620-4282**  
**lister@acm.org**  
**systemsguild.com**