















Motivation

 Motivation is undoubtedly the single greatest influence on how well people perform. Most productivity studies have found that motivation has a stronger influence on productivity than any other factor. (Boehm 1981)







- Low quality
- Heavy handed motivation campaigns
- Frequent changes in direction





Is the engineering of software worse than other fields?

- Less history
- Less professionalism
- More of a craft
- Technology changing rapidly
- Impossible to manage programmers
- Difficulty in estimating costs
- Low cost of failure
- Low cost of change

Psychology of Programming

- Inherently an individual activity
- Hubris
 - Extreme confidence in ability to create new code
 - Extreme confidence in being able to improve someone else's code
 - Extreme confidence a change will work