



Estimations Guesstimations: Hide & seek of mathematics & psychology

Interactive Seminar: **90 min** + Q&A (30 min)

How much time would you need to complete this?

How much money would you need to get this done?

Extremely common questions those appear in everyone's life. Right? What happens after that is a wonderful play that happens on the stage of mind with the lights of brain and sounds of consciousness!

Most of the time no one wants to cheat. Especially it is extremely true that no one wants to cheat one self. 😊. The estimations depend on many parameters. It is necessary to appreciate the good intentions of the person presenting the estimations. Nothing is achieved by negotiating the estimates. What matters is working on the basis of estimates. The estimates presented are the outcome of mathematics and psychology working based on the internal and external environment. A leader or a manager needs to understand the process of estimating and hence right points of validations.

The right challenges does not only increases the accuracy of the estimations; but it also increases the openness and trust in the environment.

This short session demonstrates how mathematics and psychology play hide and seek in extremely interactive way. It explains the meaning of "right" challenges necessary in estimations.

At the end of the seminar, the participants shall be able to

- Identify 4 fundamental parameters in duration estimations.
- Identify 4 fundamental parameters in cost estimations.
- Appreciate the good intentions that play major role in estimations.
- Define valid questions that challenges estimations.

