You Can’t Drill It Alone
How to Build and Lead a Team to Help You Win
How is this supposed to work?
The Responsible Operator

Collect & share data
The Responsible Operator

1. Collect & share data
2. Ask questions
   Ask for help
The Responsible Operator

1. Collect & share data
2. Ask questions
   Ask for help
3. Make the #1 problem clear
Vendor Conflicts
Vendor Conflicts

1. To Sell or Listen?

2. To Simulate or Invest?
All models are wrong, but some are useful.

George E. P. Box
Vendor Conflicts

1. To Sell or Listen?

2. To Simulate or Invest?

3. Design vs. Deliver
Final Thoughts

Beware of Gimmicks
3 Step Gimmick Test

1. What problem does it solve?
2. Is that my problem?
3. Is the risk worth it?
Final Thoughts

1. Beware of Gimmicks
2. Lead Collaboration
Final Thoughts

1. Beware of Gimmicks
2. Lead Collaboration
3. Build Relationships
BLAME GAME

I didn't say it was your fault. I said I was going to blame you.
Thank you.

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