## Selling Agile White Paper

How to Respond to Concerns from Management, the Business, and the Team

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#### ABSTRACT

Are you excited by the potential of agile software development, but find that your colleagues are a bit reticent? Is your whole team ready to dive in, but your business partner is only interested in dipping in a toe—if that? Are you struggling as a project manager, wishing for the right way to help your management see that agile is the way to go, and wishing for the words that will help your teams feel more confident about trying agile? Or maybe you're wishing you could find a way to convince your clients that there's a better way to contract for a software development job—without having to do a full-blown detailed design spec up front. This paper will look at all of these questions surrounding how to best sell agile in your organization.

Note: This paper is an updated except from the book The Software Project Manager's Bridge to Agility by Michele Siger and Stacia Broderick, published by Addison-Wiesley who retains the copyright.



# **Agile White Papers**

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