

# UX Summit 2016

Design at work  
“just make it pretty”



This summer, I delivered a lecture for the UX Summit centered around showcasing design in the workplace.

@calepeeples

WHAT WORKS GOOD  
IS BETTER THAN  
WHAT LOOKS GOOD,  
BECAUSE WHAT  
WORKS GOOD LASTS.

—  
RAY EAMES



# Hi, I'm Cale.

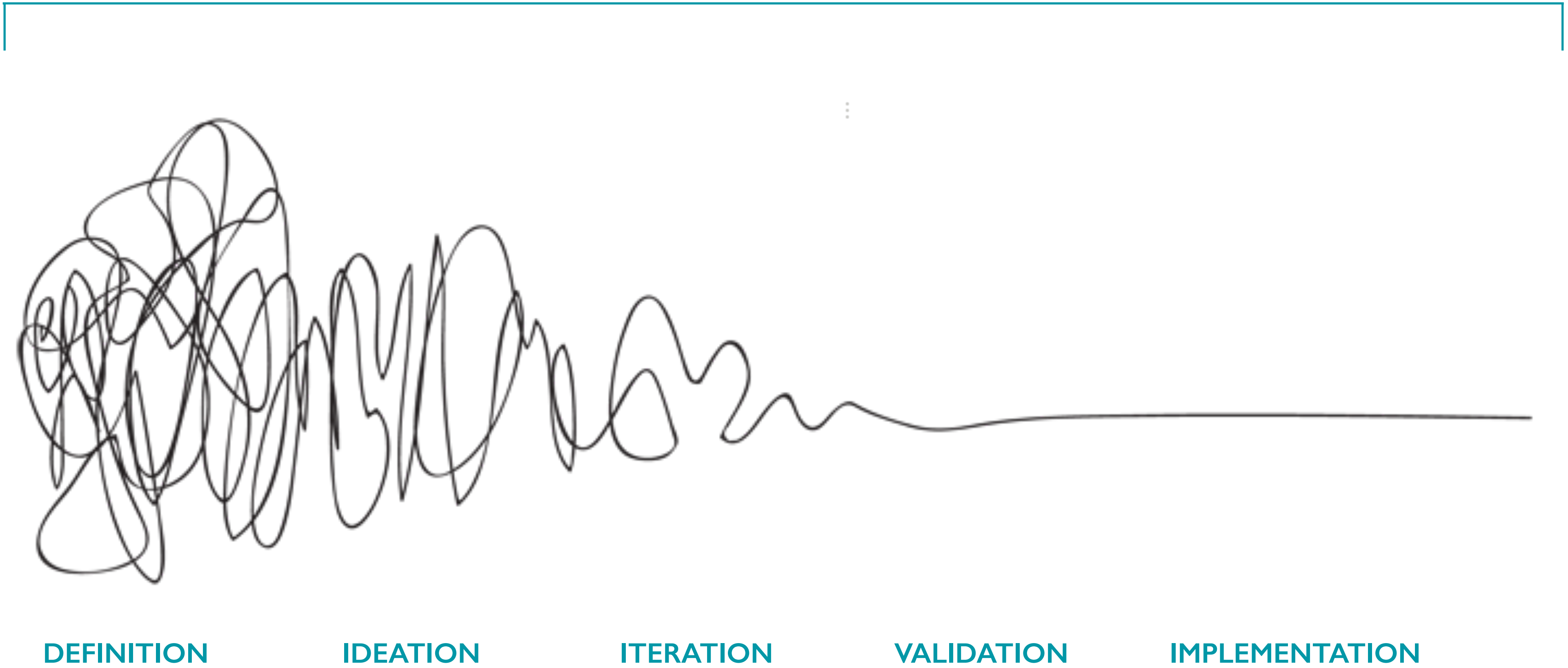
creative professional with nearly 20 years in advertising, marketing, graphic design, creative direction, design management, web design, application design, user experience, dot coms, start-ups, big companies... well... a lot really.



Design Squiggle: Damien Newman <http://cargocollective.com>

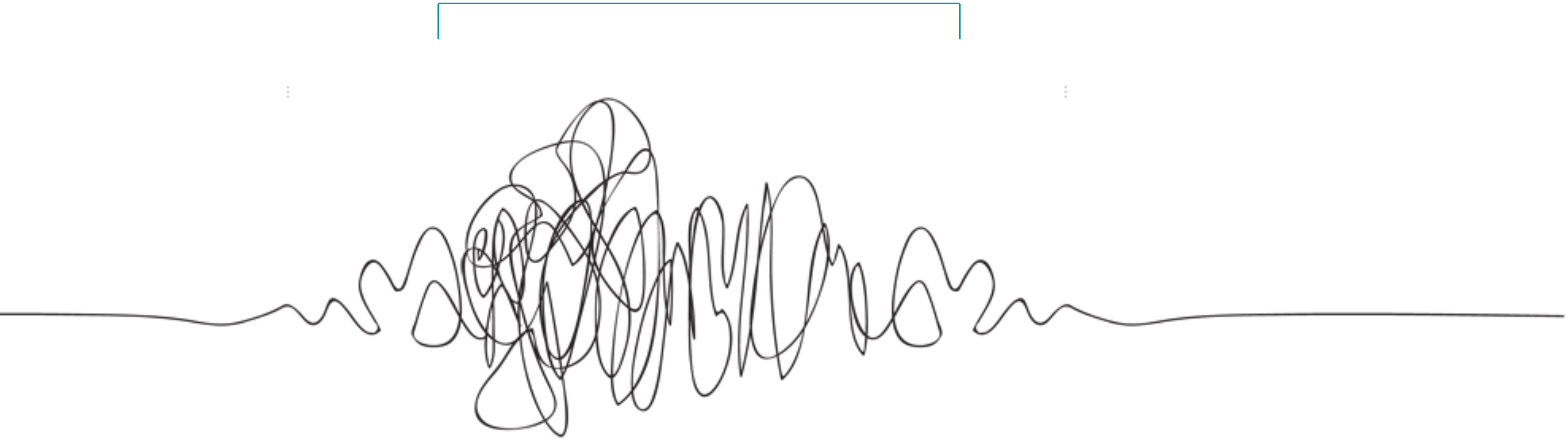


DESIGN



# YOUR ORGANIZATION

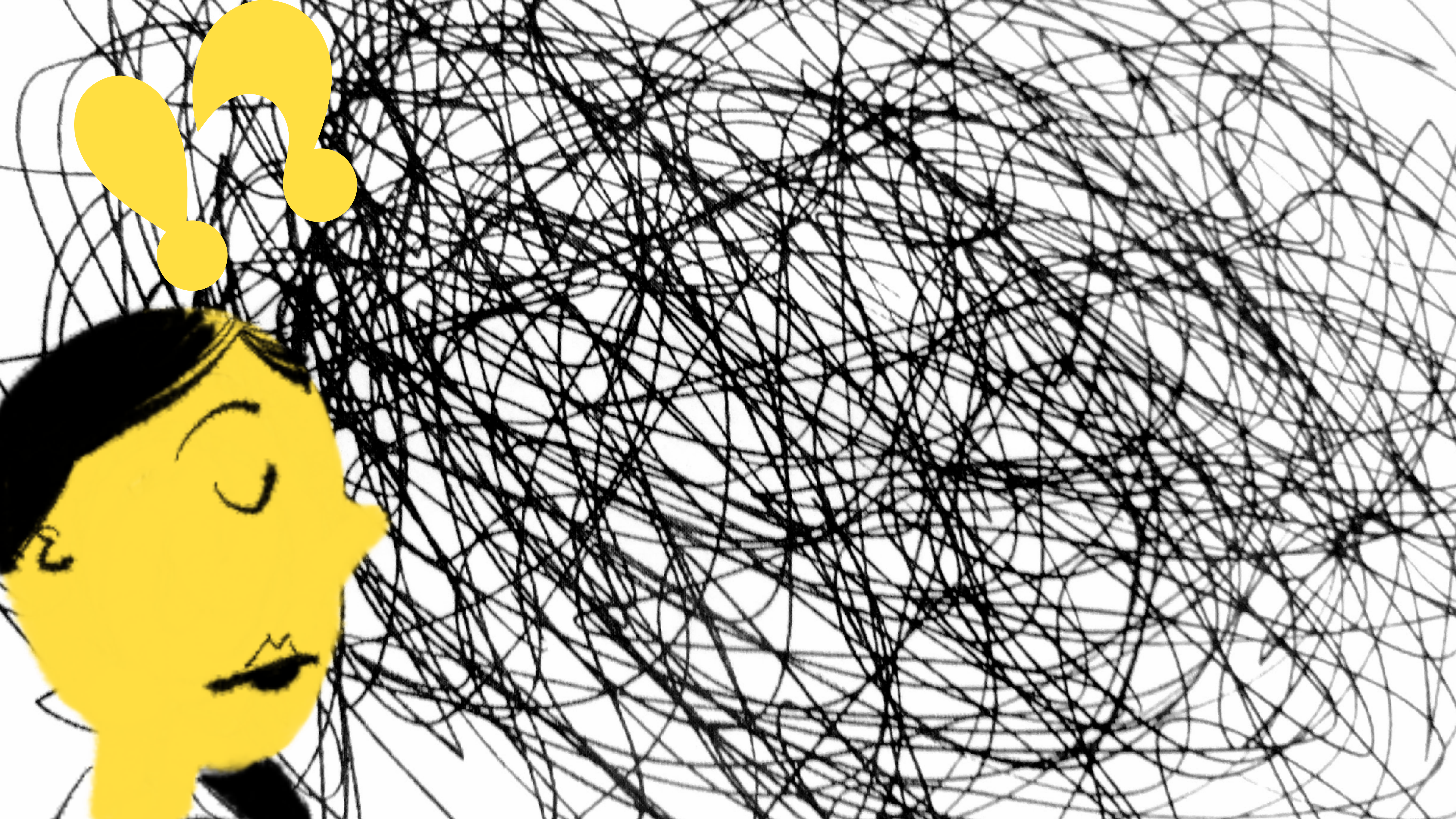
## DESIGN



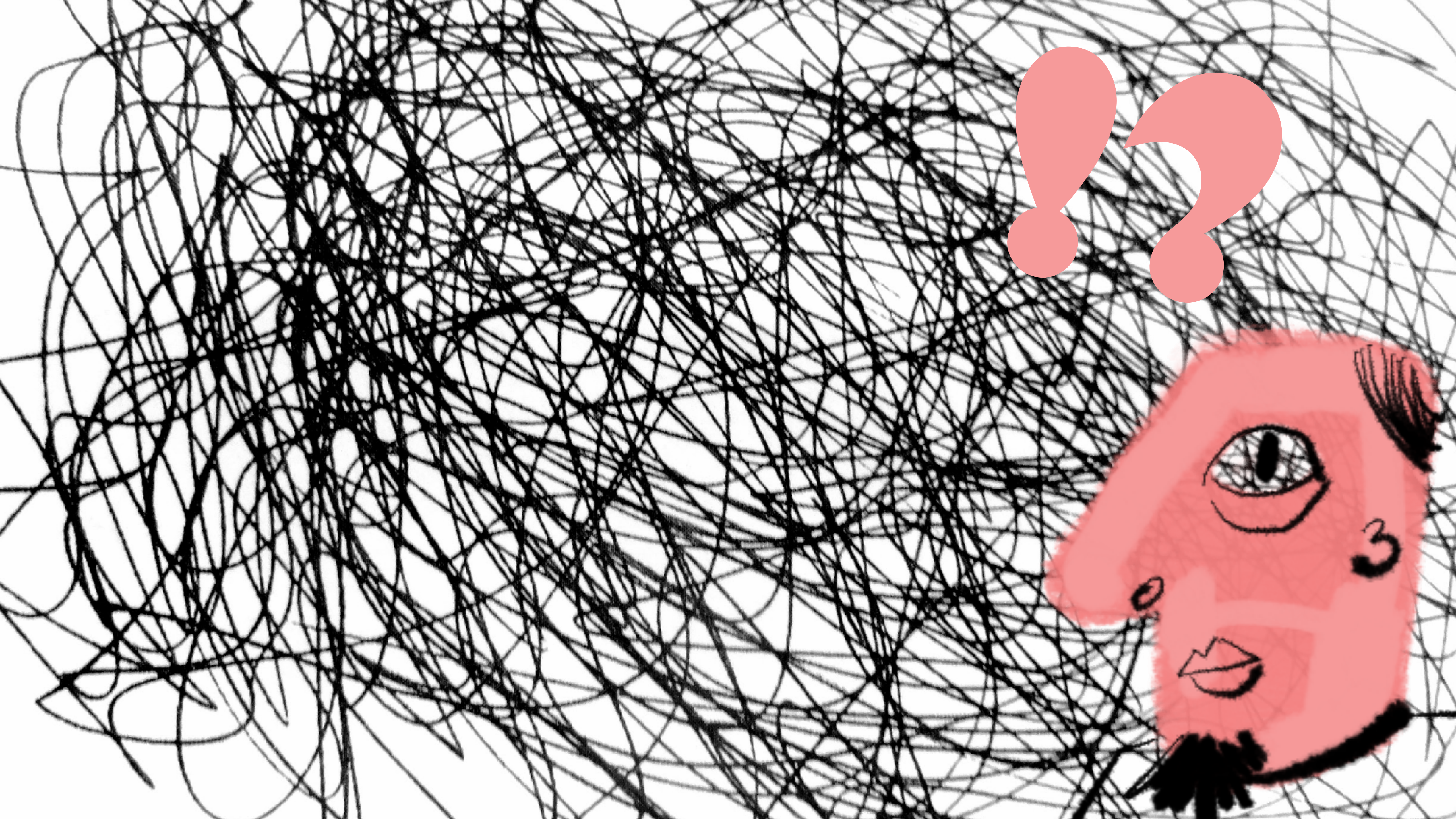
Design can be scary for an organization

















Better communication internally

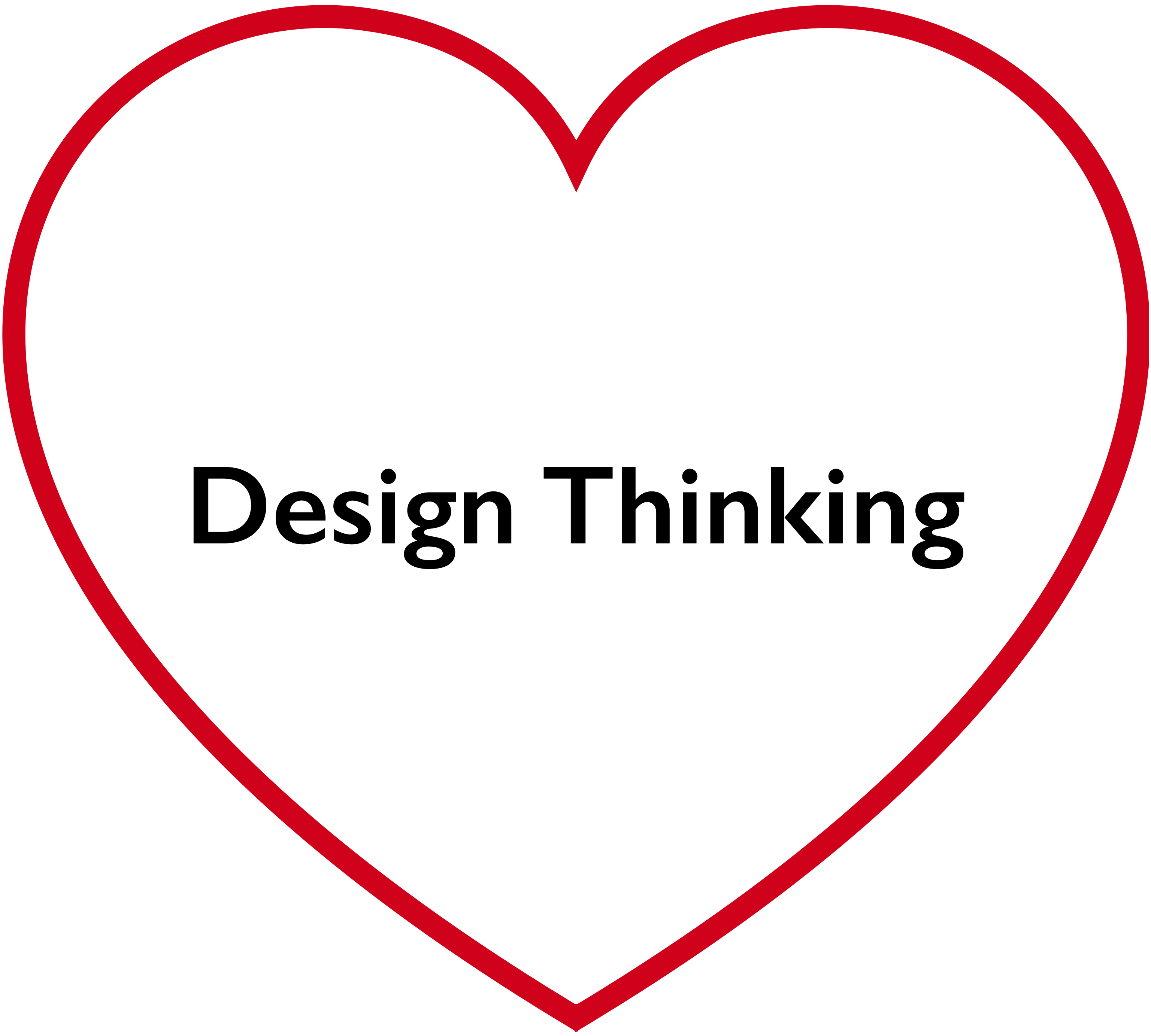
Better understanding of design process

More & better collaboration

Trust (asked for input vs. told what to do)



Next I outline some techniques that can help calm those fears



**Design Thinking**



**Design Thinking**





Design DOing

**prototype**



# You're already doing this

(well, you'd better be)

- ☒ Product
- ☒ Development
- ☒ Users
- ☒ Customer advisory team



# Loop these people in

## ☐ Support

Your front line. They're talking to users everyday.

## ☐ Sales

Arming the sales team with near to mid-term product prototypes allows them to have more productive conversations with prospective users

## ☐ Business (C level folks)

Design elevator pitch

## ☐ Everyone else



**no  
war room**











A photograph of a closed wooden door in a hallway. The door is light-colored wood with a silver handle. A white rectangular overlay is centered over the door, containing the text "No doors!" in green. The hallway has a patterned carpet and a white wall. A red fire alarm pull station is visible on the wall to the left of the door.

**No doors!**



SUPPORT GROUPS

PATIENT

GRAND  
ROUNDS

EXPERTS

SPECIALIST

STAFF PHYSICIANS

CARE TEAM

RECORDS  
COLLECTION

- PRODUCT
- MARKETING
- DESIGN
- DEV
- ANALYTICS
- SALES
- LEADERSHIP

INTERNET

Activities

~~Red Block~~

WANTS /  
NEEDS

STUDENT

DATE: 10/10/10  
TIME: 10:10

*Faint handwritten notes at the bottom of the page.*

SEEKING  
ADVERTISER

1971

12-11-2011

**Abstract**

CONCRETE!  
WALL!  
REINFORCING!

negative

Question

Figure 4.10

*[Handwritten note:]*  
no one's

1990

100

1

- ❑ Design in public
- ❑ Solicit feedback
- ❑ Walk people to the wall if you need to
- ❑ Hold your design review in the open
- ❑ Show the work in progress, not just the “done” stuff
- ❑ Basecamp (or whatever) is an “ok” solution



# lookback



This is my favorite technique. You'll see a lot of my Grand Rounds work here.





# This is my favorite

(not for the faint-hearted)

The purpose of the lookback is to show the crazy, ugly, messed-up, squiggly, messy **PROCESS** of design.

This is not the time to show the pretty stuff.

It can be uncomfortable.

You can do it.

# What should I show?

- ☐ The goal/mission/PRD/BRD/idea/  
starting point
- ☐ Whiteboards
- ☐ Wireframes
- ☐ Testing results
- ☐ Design explorations
- ☐ Where you went wrong...
- ☐ Why you were wrong
- ☐ Design explorations (again)
- ☐ Testing results (again)
- ☐ Repeat

## Create your Grand Rounds account

Already have an account? [Sign in.](#)

Name


 First name 

 Last name

Email

 Email

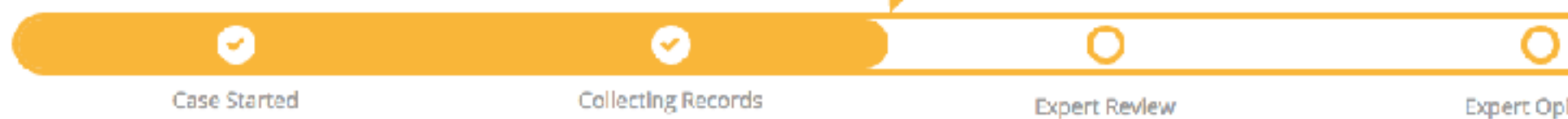
Create your password

 Password



YOU (CLAIRE SMITH) ARE IMPERSONATING SAM, 29.

Sam Sample  
migraine

Grand Rounds is now collecting your records.  
We are now collecting your medical records from each of your medical records providers.



## Grand Rounds Team

-  You (Sam Sample)
-  Claire Smith  
Personal Care Coordinator
-  Dr. Julia Johnson  
Staff Physician


[Add a team member](#)


[VIEW YOUR CASE DOCUMENTS](#)

## Team Messages

New message...

 [Attach a photo or document](#)

 Hi Sam! I am your Care Coordinator. We are searching for an expert to l opinion.  
Claire Smith Friday, June 19, 2015

 Thanks for registering your case with us. We'll assign your personal car shortly. Your care coordinator will keep you up-to-date throughout the answer any questions you may have. You may post questions for your coordinator here in the secure Message Center.  
Janis Admin Thursday, June 18, 2015

YOU (STEPHEN BANNICK) ARE IMPERSONATING SAM, 29.

Sam Sample

ACCOUNT

## We're here to help.


You may now start a case and connect with the Grand Rounds care team.






### How can we help you, Sam?

-  I want to visit a specialist in person
-  I want an expert second opinion
-  I'm in the hospital and I need help
-  I need a new primary care doctor

### My Cases

Case	Date Started	
 Migraine	Thursday, June 18, 2015	<a href="#">Opinion ready for review</a>
 Headache Specialist	Thursday, June 18, 2015	<a href="#">Appointment is Jun 19, 2015</a>

### Learn more

-  **Grand Rounds Visits**  
An in-person appointment with a leading specialist
-  **Grand Rounds Opinions**  
A world leading expert reviews your diagnosis
-  **Grand Rounds STAT**  
Talk through serious medical concerns in real-time with our staff physicians

### Frequently Asked Questions

#### Should I get an Expert Opinion?

An accurate diagnosis is critical to getting the best treatment. That's why doctors suggest getting a second opinion before almost all non-emergency surgeries, long term treatments and major operations. If you are unsure or just want to confirm your current course of treatment, a second opinion can help give you confidence that you are getting the most appropriate treatment.

[More Grand Rounds FAQ's](#)

### Some common conditions we help our patients with

- ✓ Sports injuries
- ✓ Chronic headaches/migraine
- ✓ Cardiac issues
- ✓ Neck or back pain
- ✓ Breast cancer
- ✓ Ulcerative colitis
- ✓ Colon cancer
- ✓ Pregnancy complications
- ✓ Pediatric care
- ✓ Thyroid disorders
- ✓ Peripheral vascular disease
- ✓ Parkinson's disease
- ✓ Rheumatoid arthritis

Our Care Team can help you understand if Grand Rounds is right for you.


Call anytime at **800-555-1212**

## Your appointment is scheduled



**Your appointment with Dr. Ryan Specialist is scheduled for Friday, June 19, 2015 at 12:15 PM PDT.**  
Please call your Grand Rounds Care Coordinator at 800-555-1212 if you have any questions.

Appointment

 Jun 19  
12:15PM

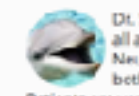
Location

300 Rattex Drive  
Stanford, CA 94305



[DIRECTIONS](#)

About Dr. Specialist



Dr. Specialist is knowledgeable in all areas of Neurology and Neuroscience, but specializes in both headaches and concussions. Patients are very happy with his work.

### Guide to a better doctor's visit



#### Bring an updated medication list:

Bring to your appointment a list of all prescriptions, over-the-counter medicines, and vitamins/minerals that you take, along with dosage and frequency information. This allows your doctor to check for drug interactions before writing new prescriptions.



#### Bring a list of questions

Your Staff Physician has attached several questions below. Make sure to print and bring them to your appointment. Please add any questions you'd like to ask.



#### Take notes

Most people forget details of their doctor's visit as soon as they leave. At the end of your visit, review key take-aways with your doctor and write them down. It's helpful to bring a friend to take notes so you can focus on talking with your doctor.



#### Get the mobile app

Get the most out of your visit with the Grand Rounds mobile application. Get access to your medical records, get directions to your appointment, and have your questions ready to ask. Available on [Google Play](#) and [Apple App Store](#).

### Questions to ask your doctor

Here is a list of questions that the Staff Physician on your care team, Dr. Julia Johnson, prepared for you to ask your doctor during your appointment. **Print and bring to your visit.**


- ? What is causing my symptoms/condition?
- ? What are the different treatment options, and which is best for me? Why?
- ? How will my condition affect my overall health?
- ? What should I expect in the short and long term?
- ? What may I do to help optimize my condition?
- ? How will my treatment help me progress?

### Team Messages

New message... [SEND](#)

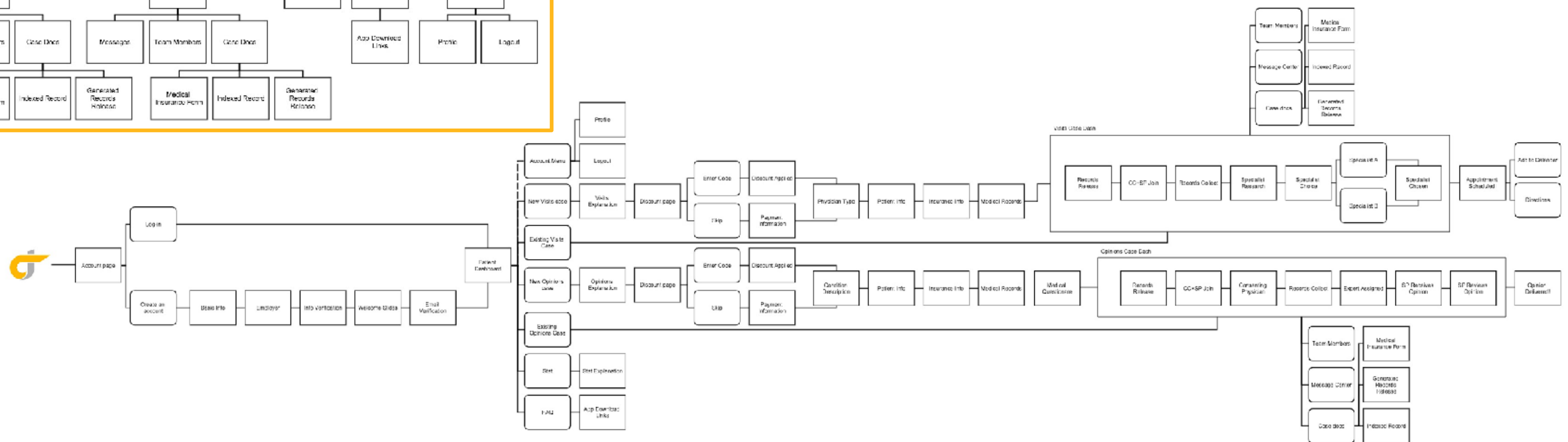
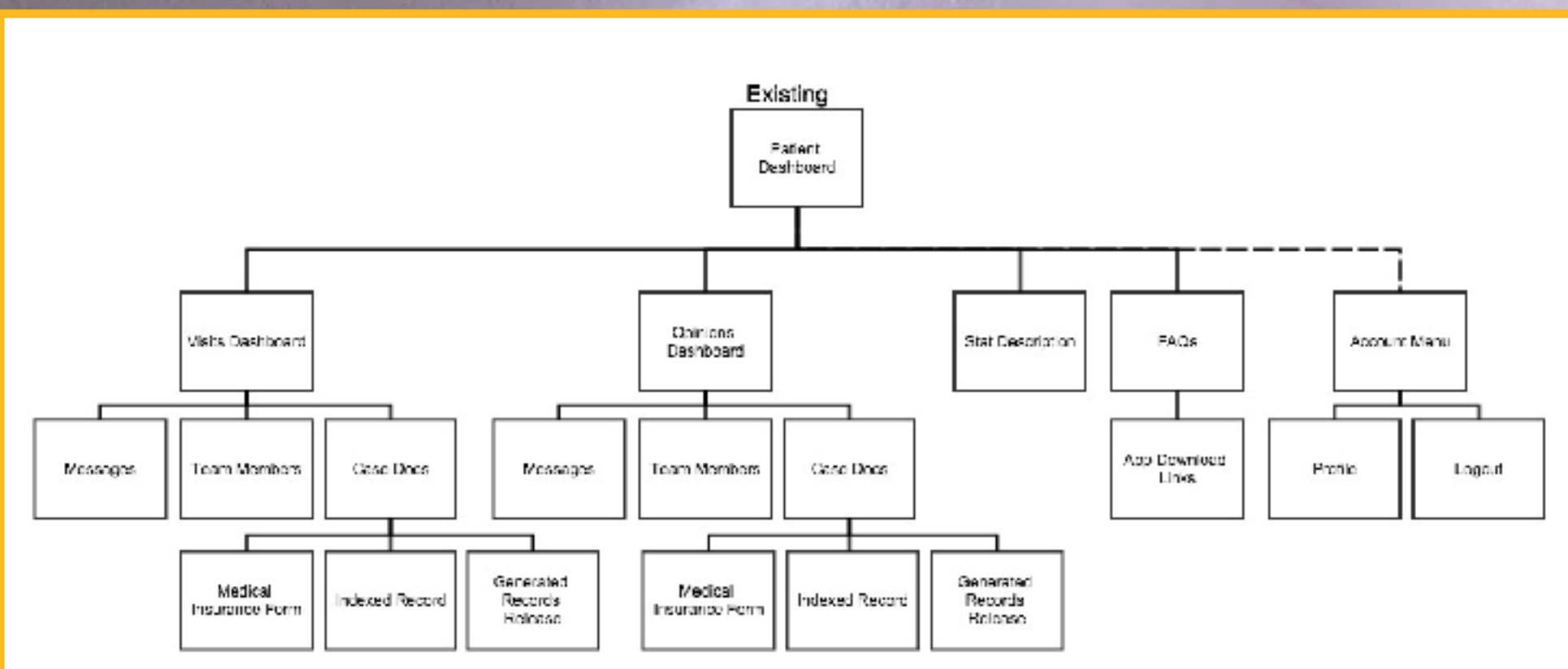
 [Attach a photo or document](#)

 Thank!  
Sam Sample Friday, June 19, 2015

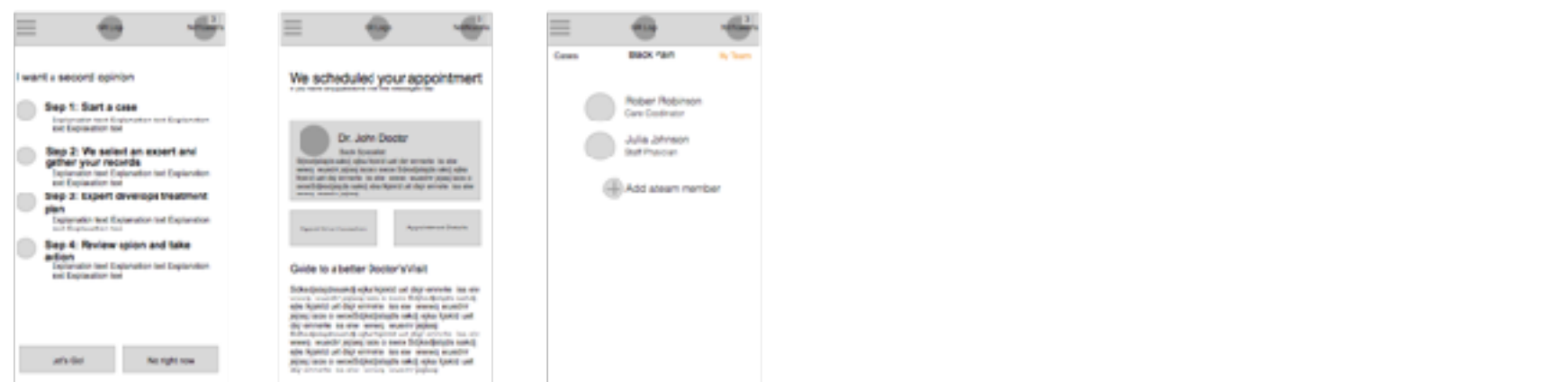
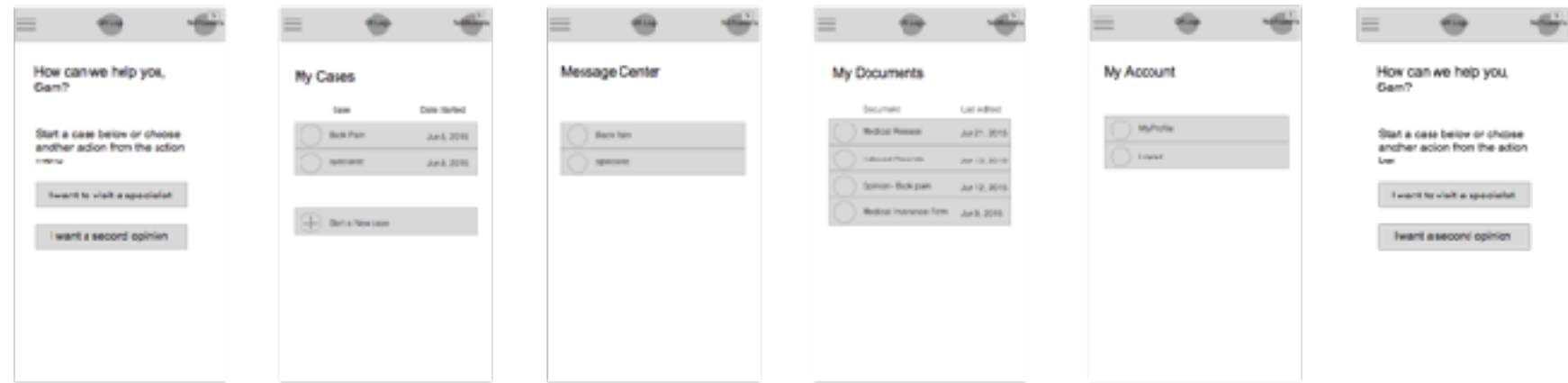
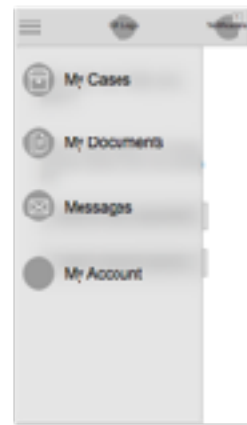
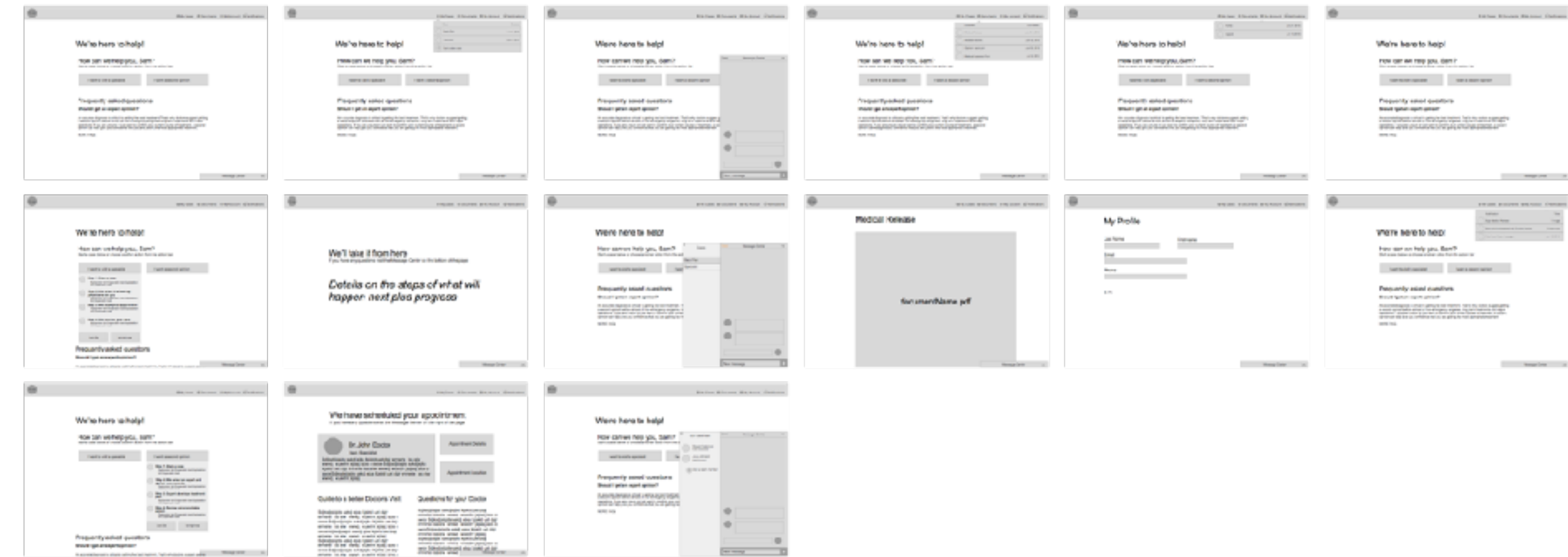
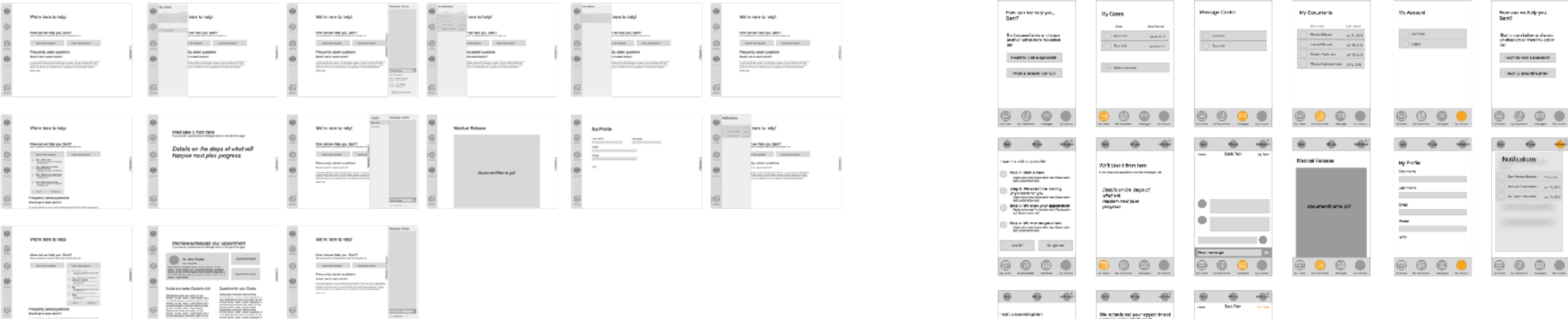
 Hi Sam! I am your Staff Physician. Ask me any questions you might have. We are finding a specialist for you now.  
Dr. Julia Johnson Friday, June 19, 2015

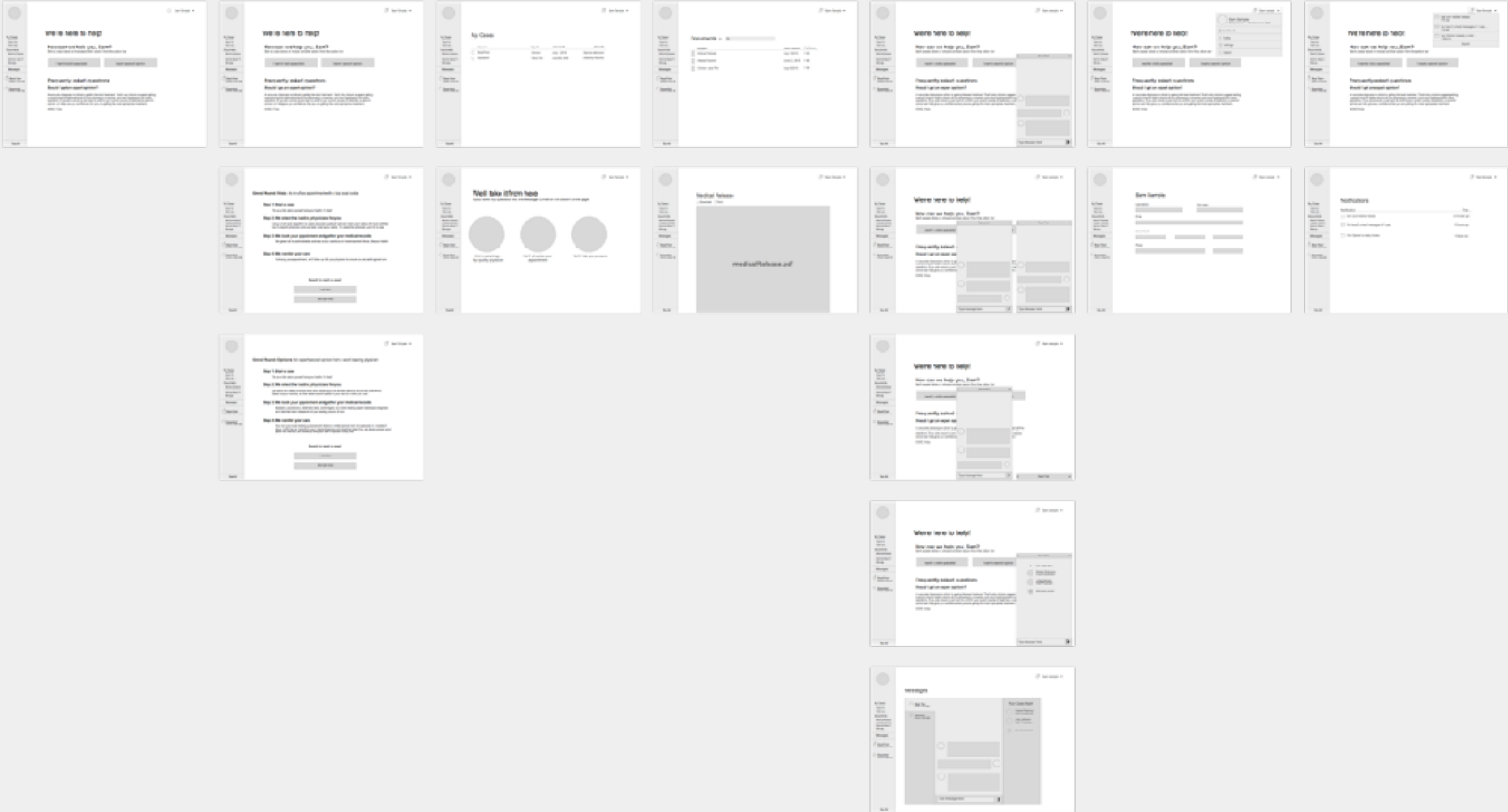
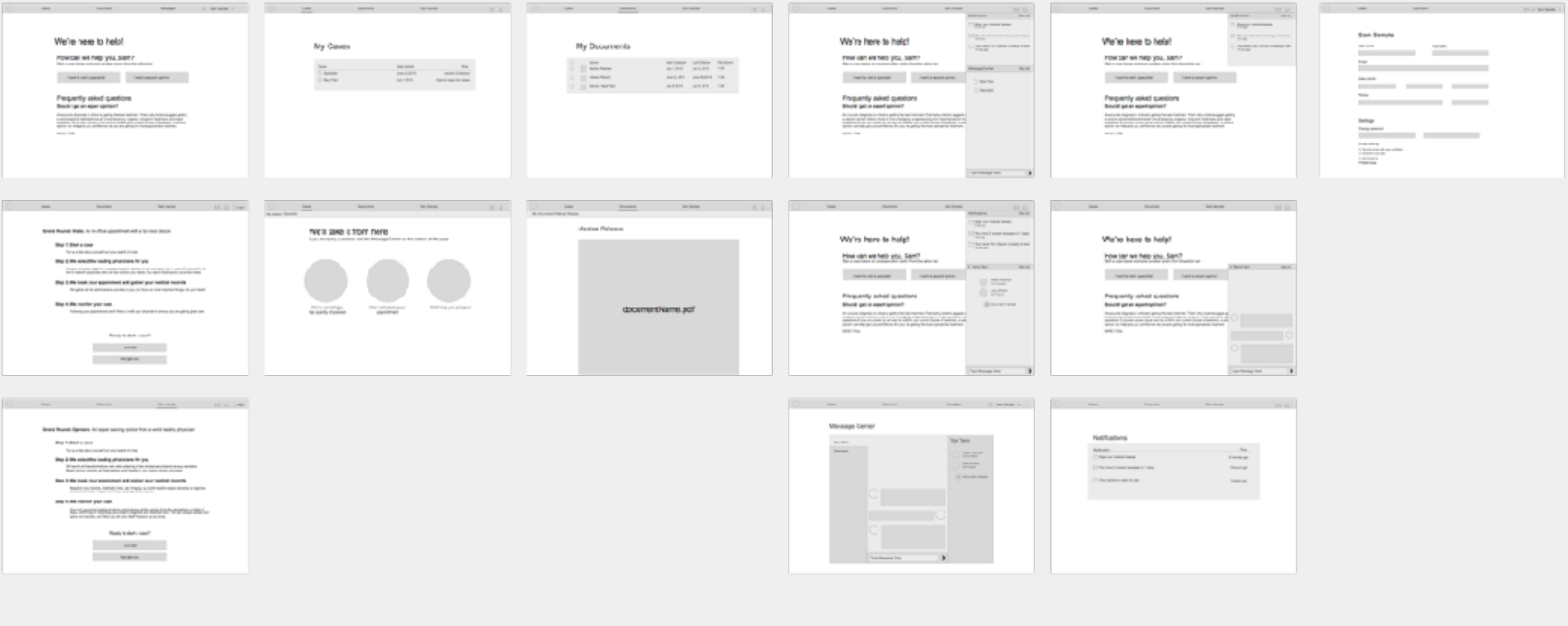
 Hi Sam! This is where the first contact from the care coordinator would go. We are working on finding you a specialist.  
Claire Smith Thursday, June 18, 2015



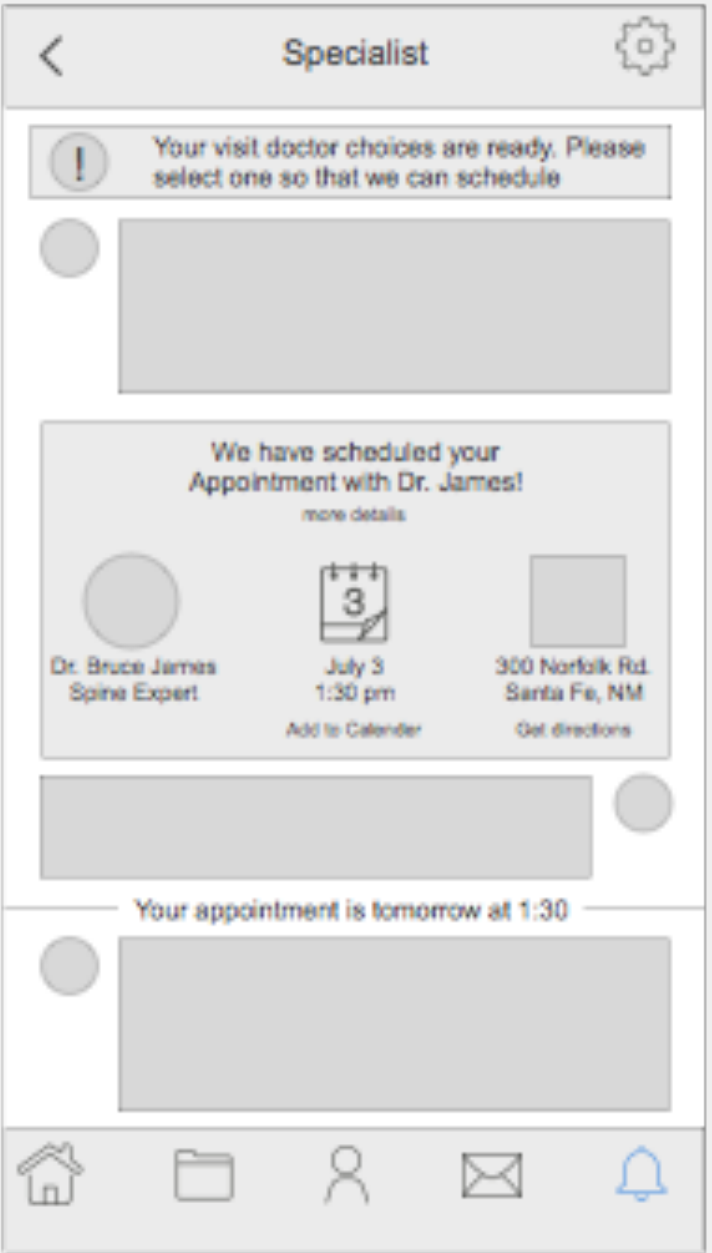
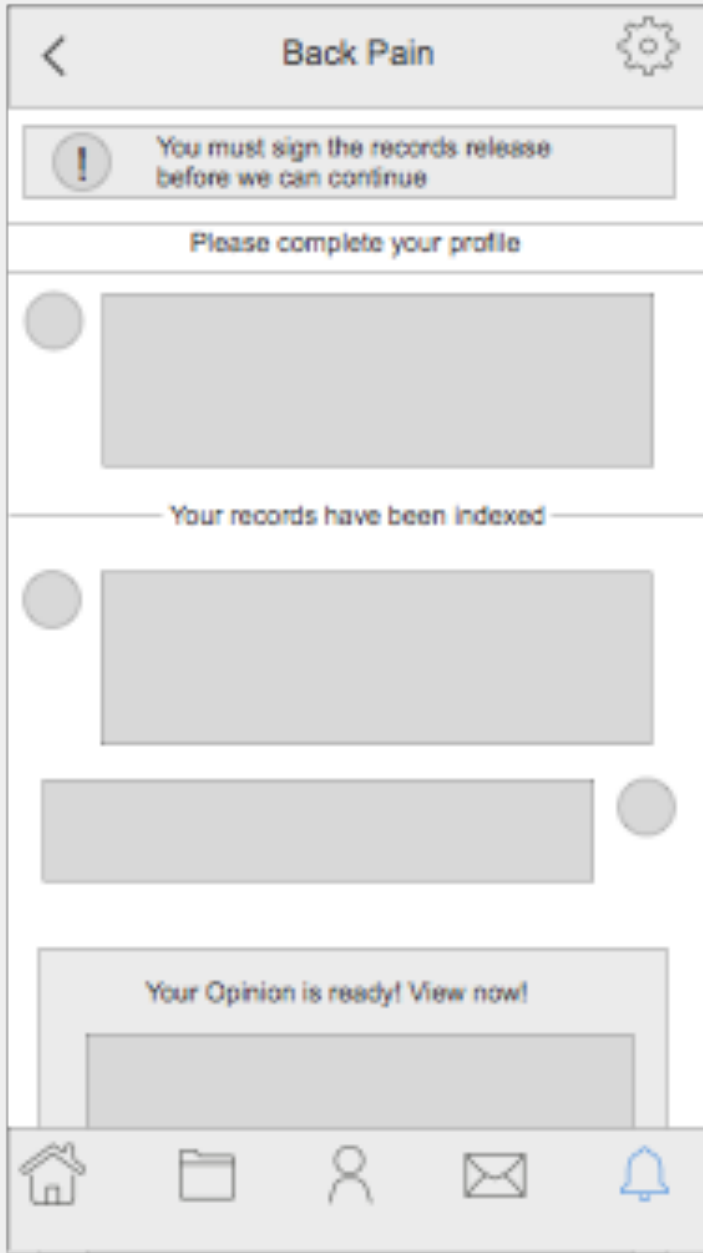
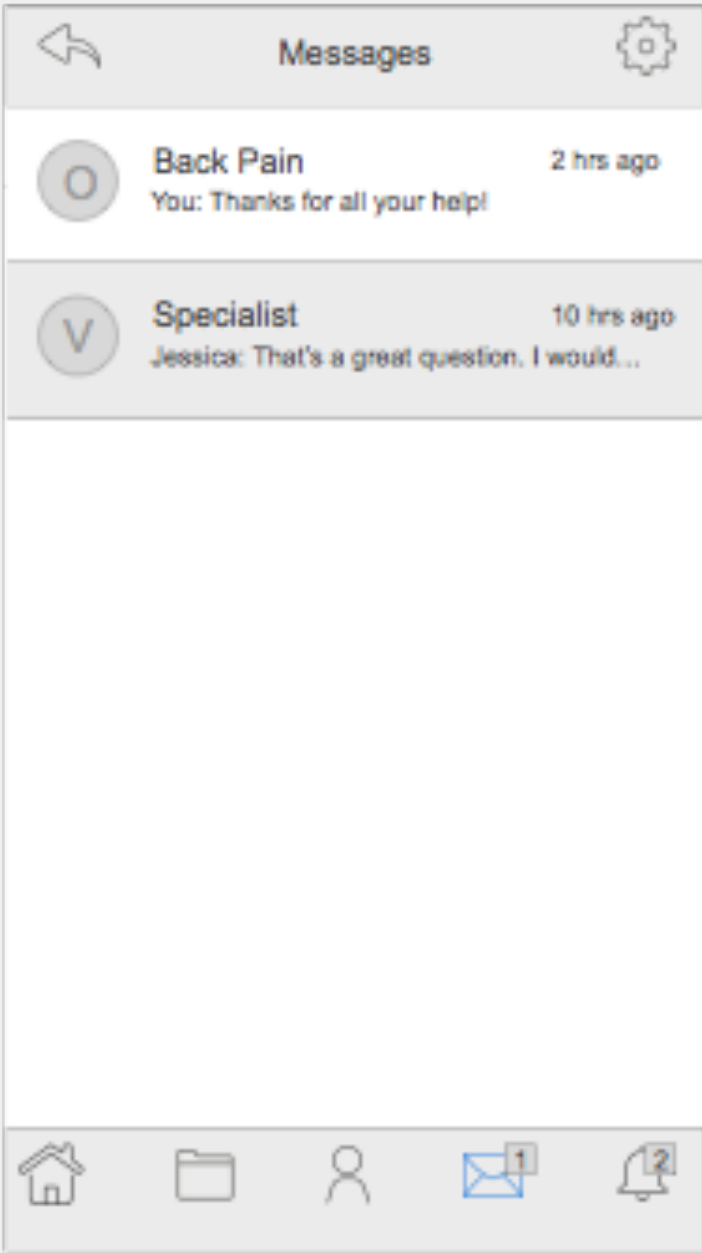
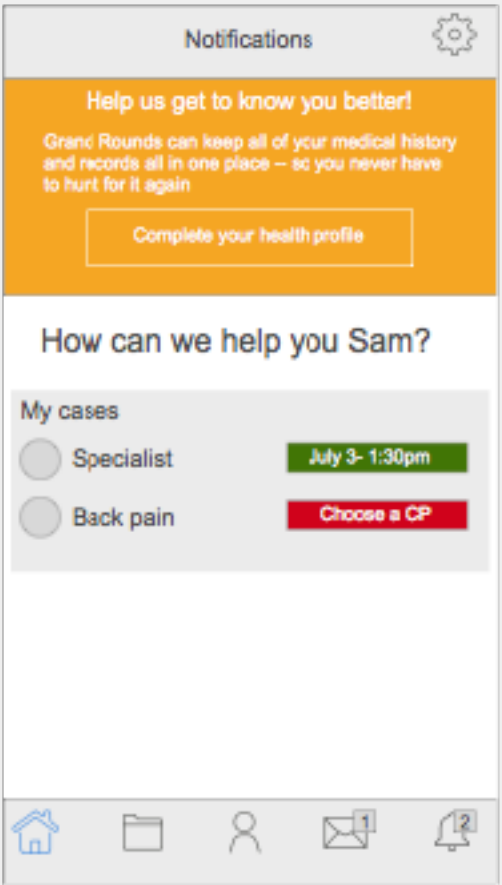
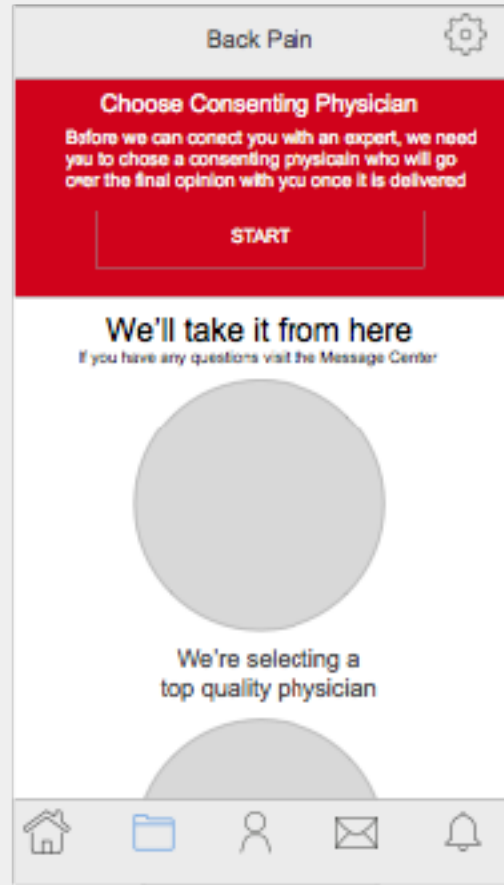
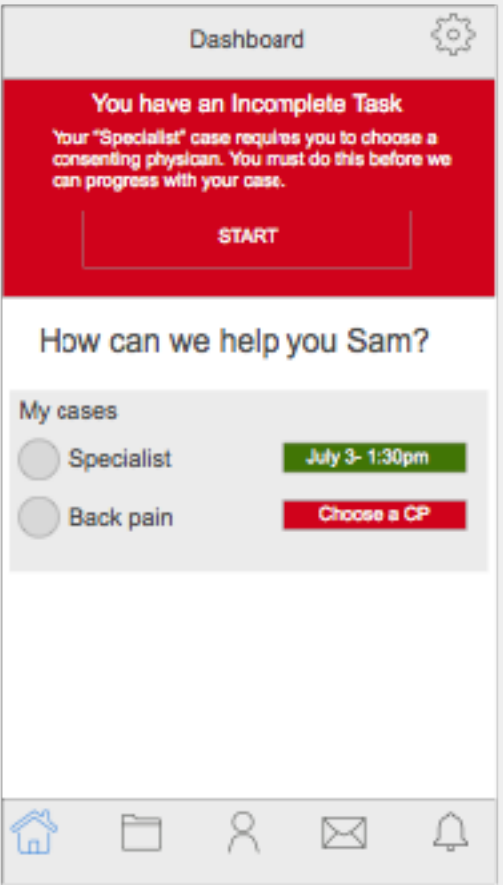
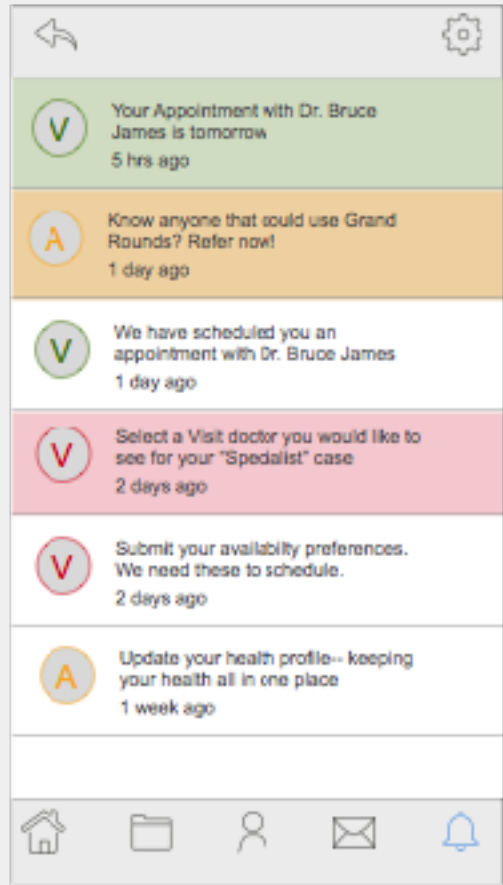
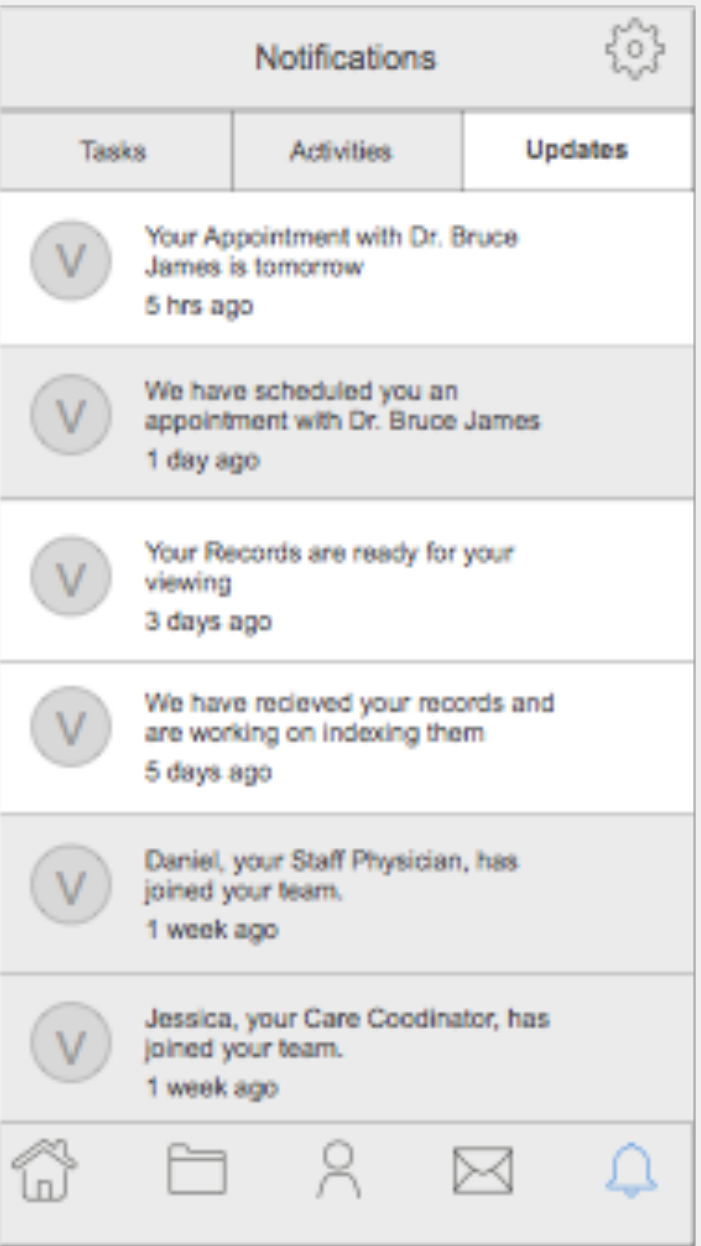
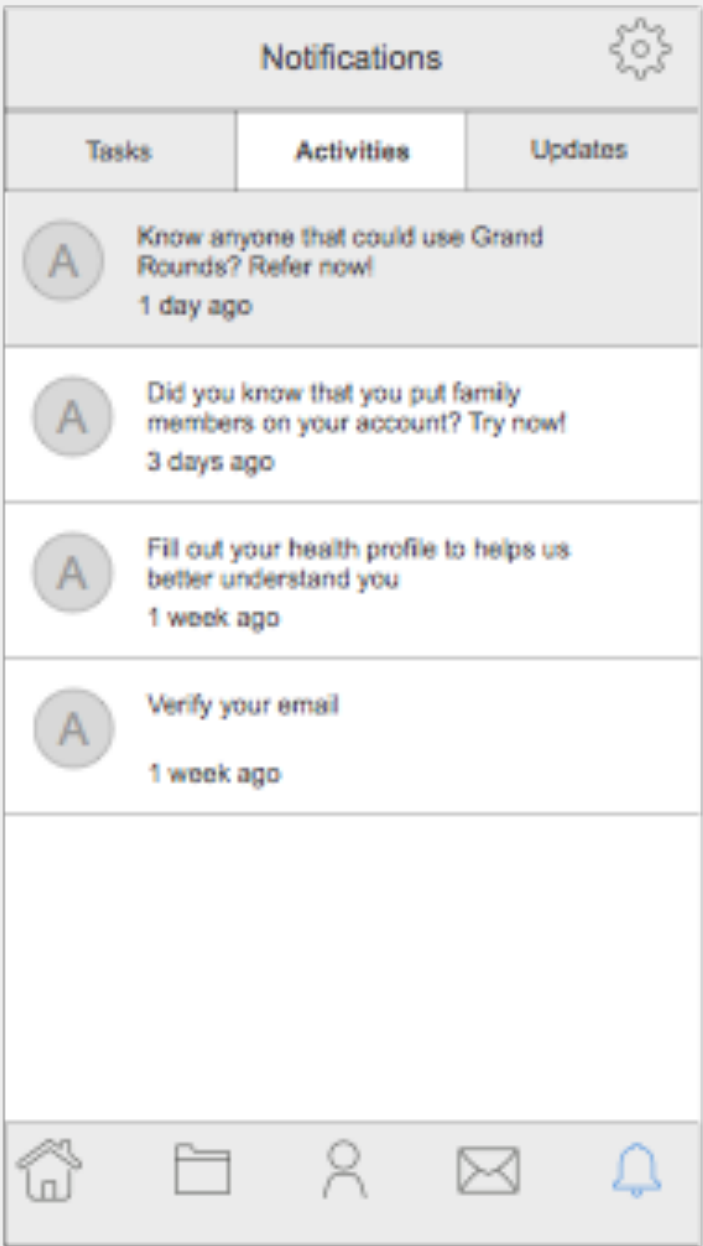
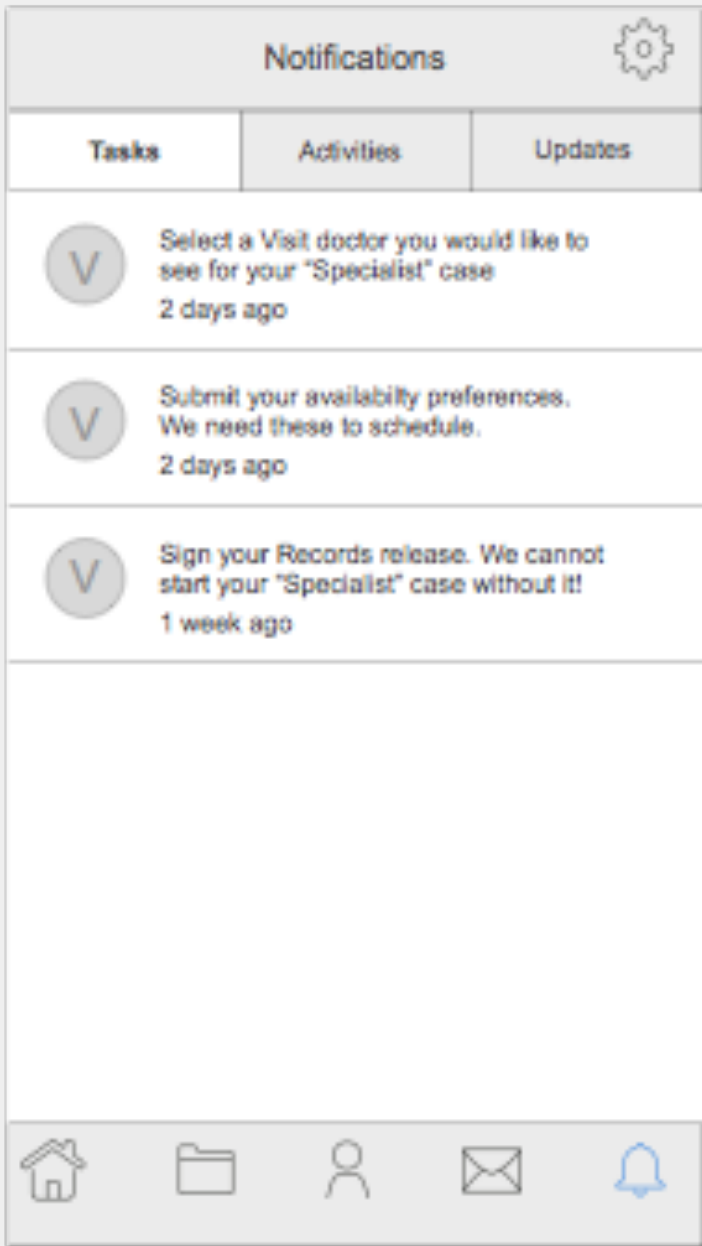
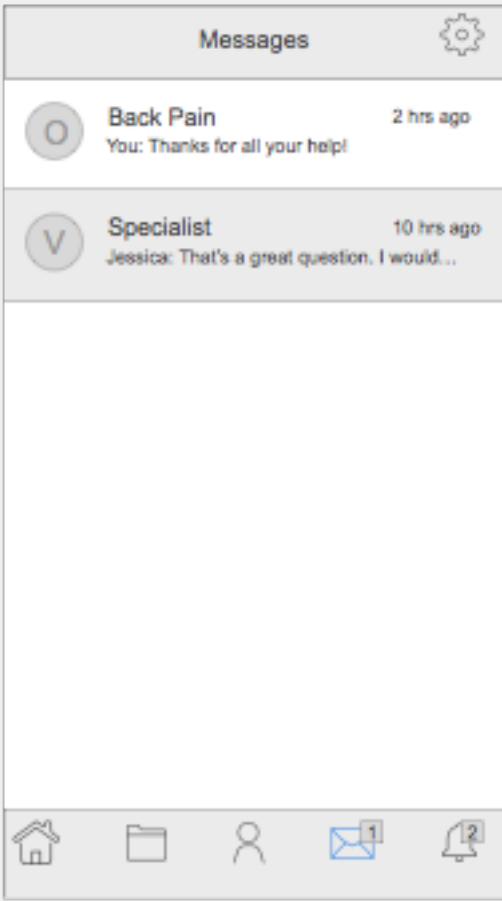
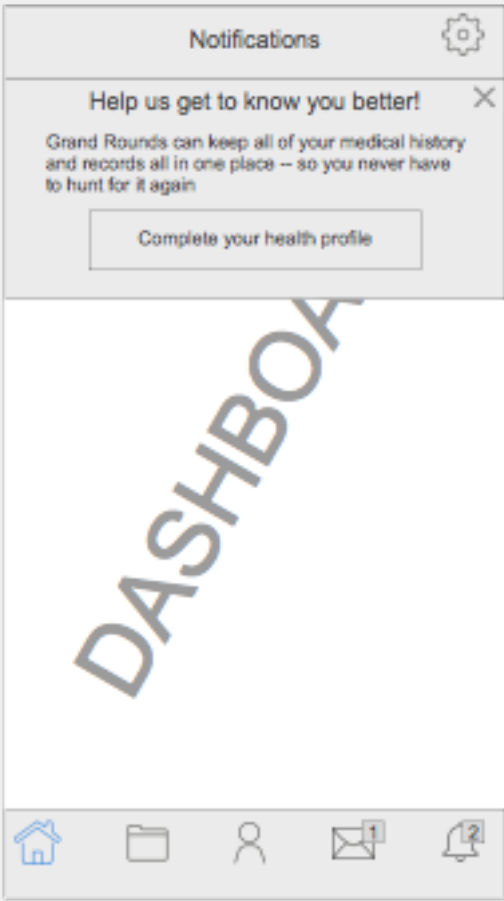
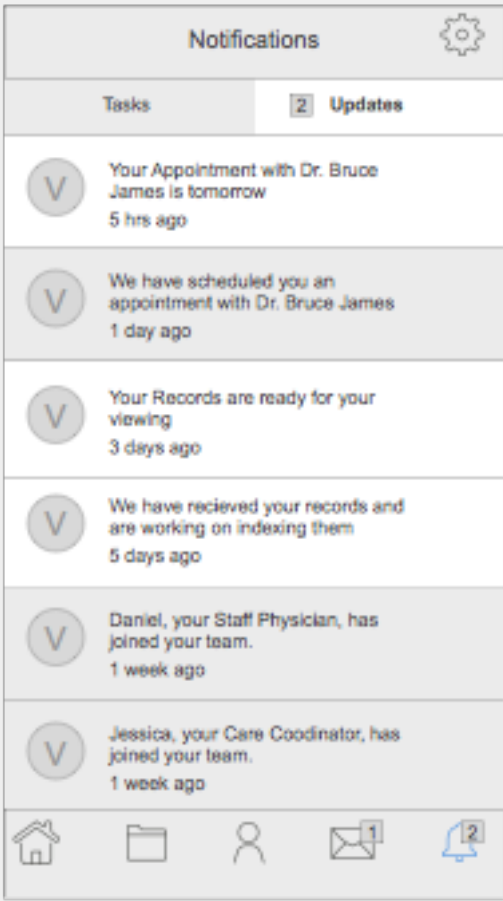
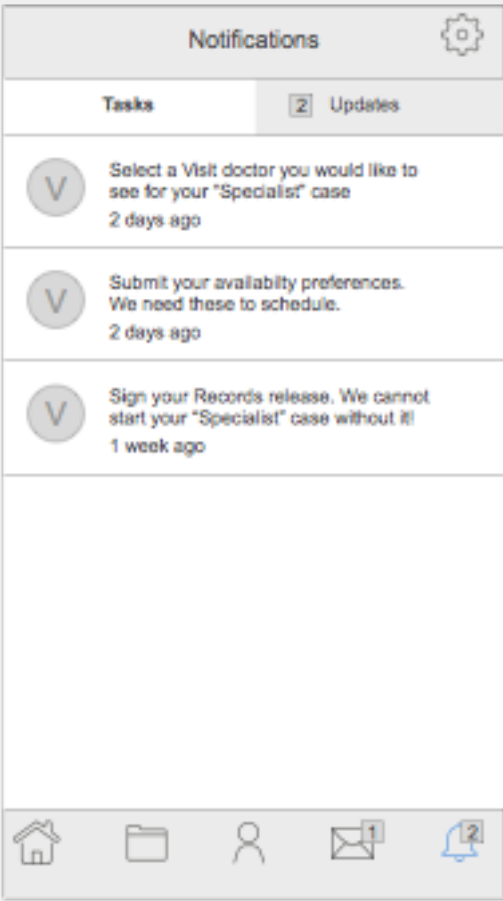


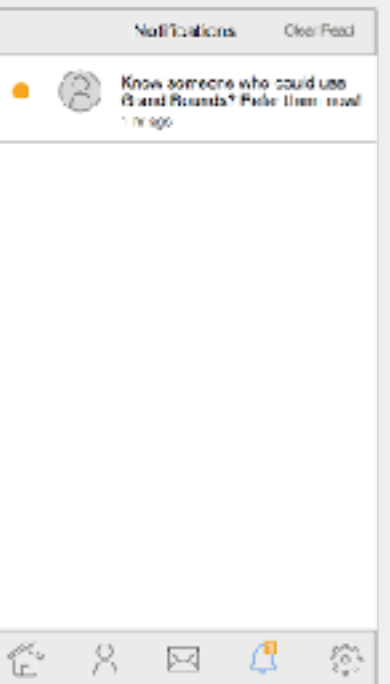
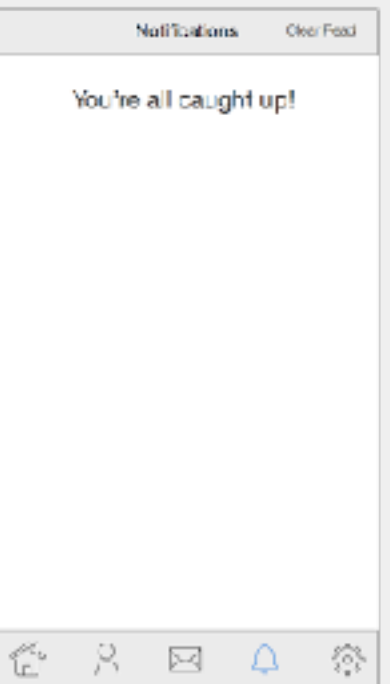
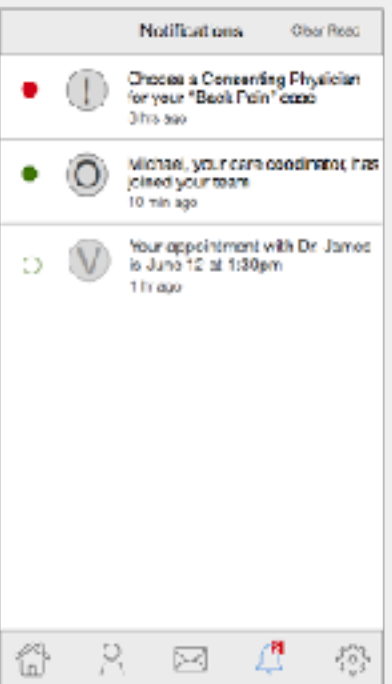
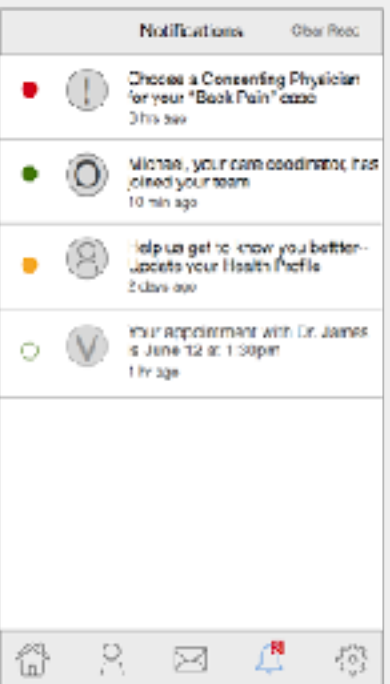
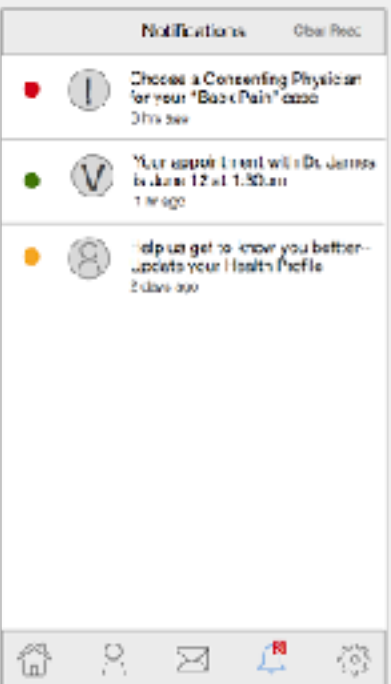
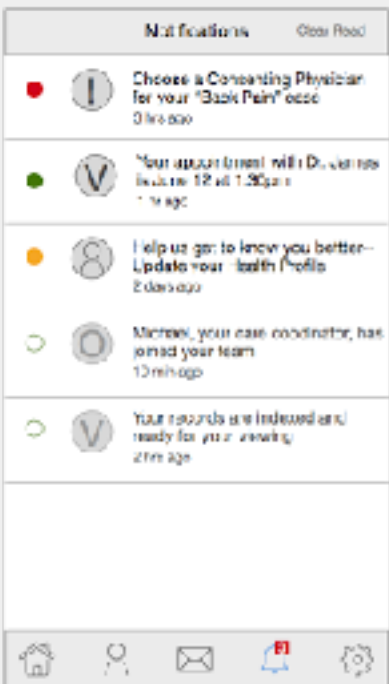
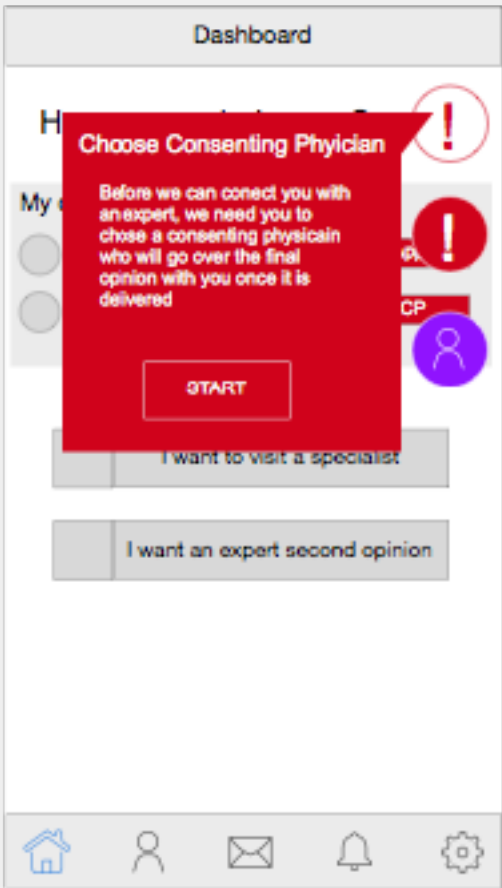
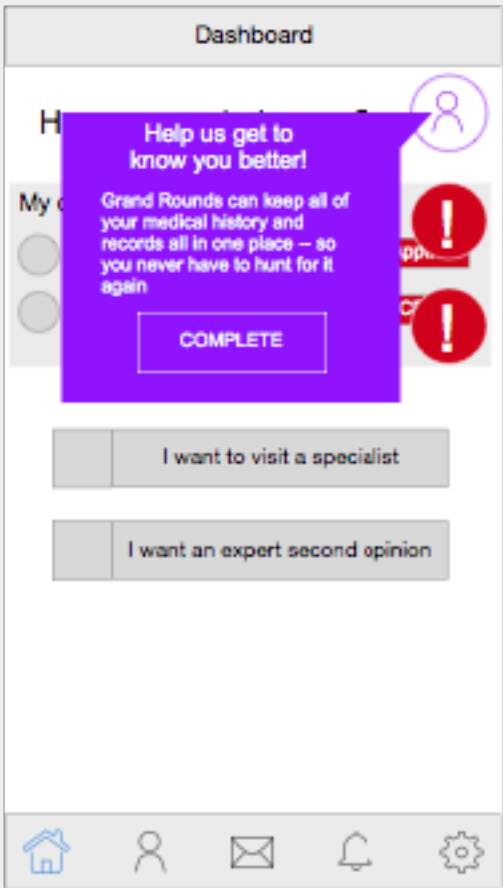
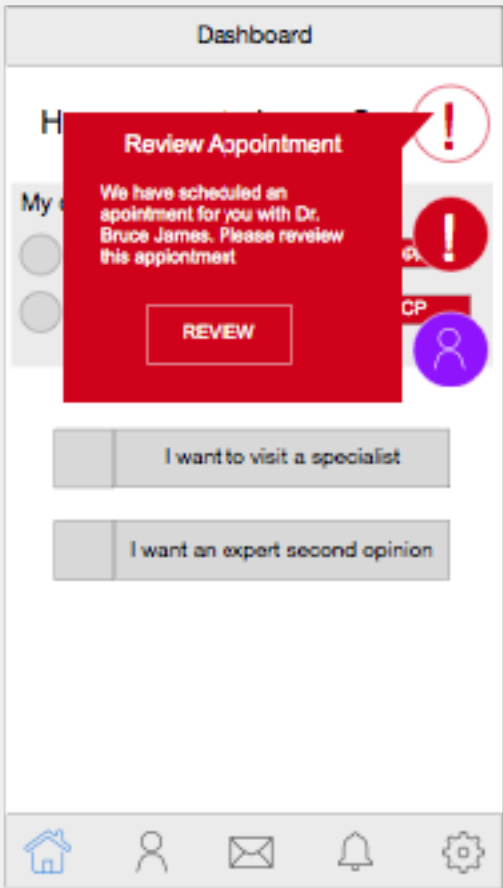
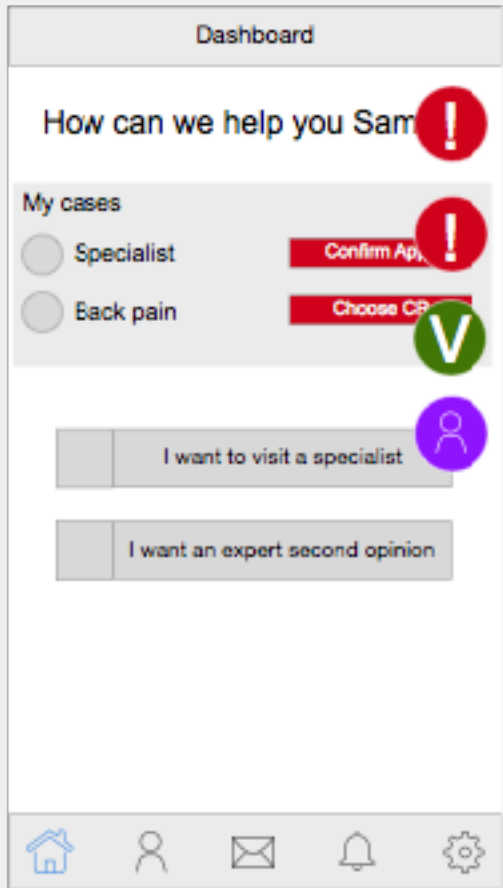
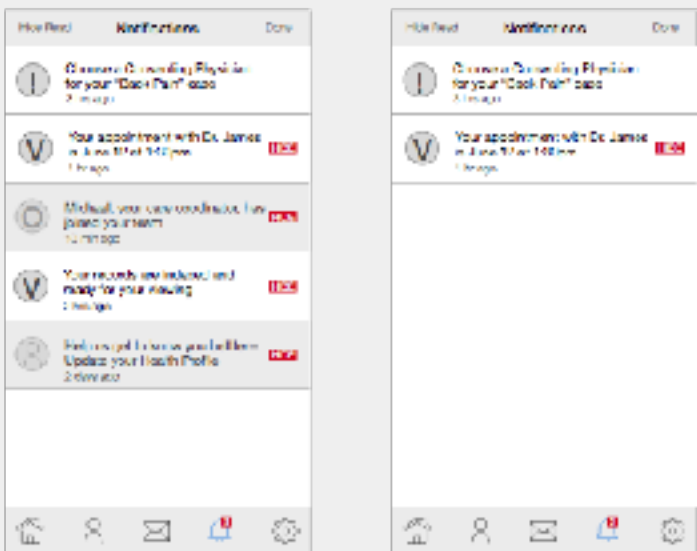
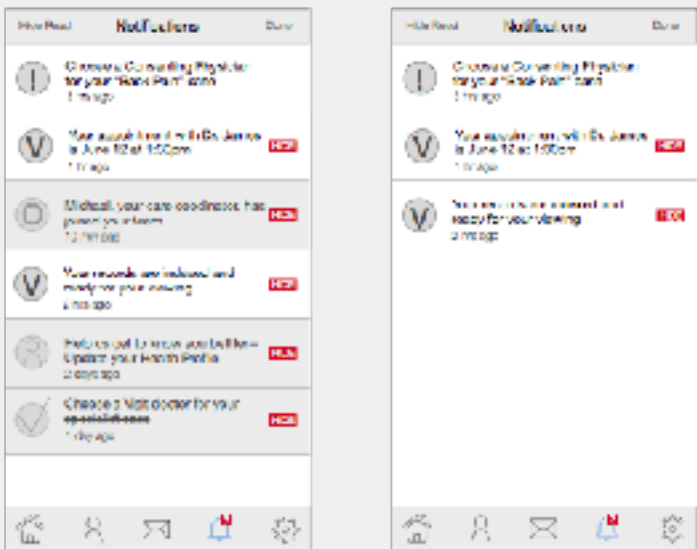
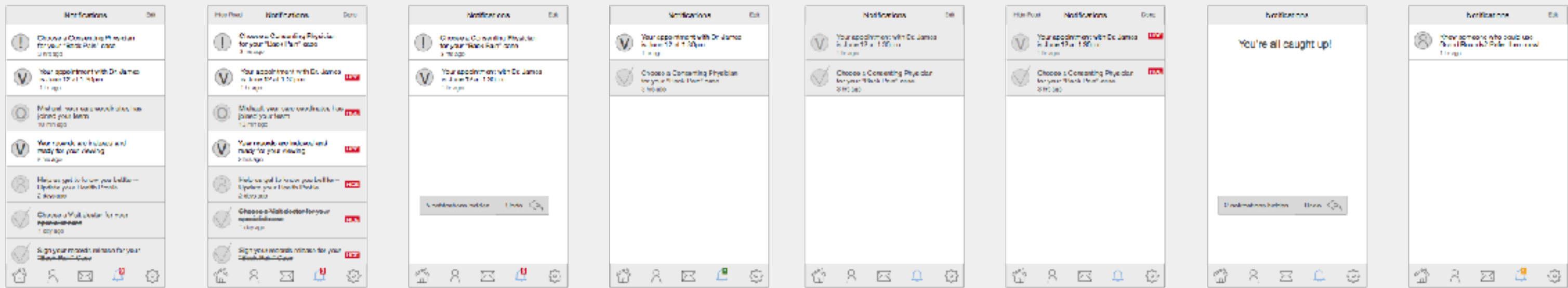




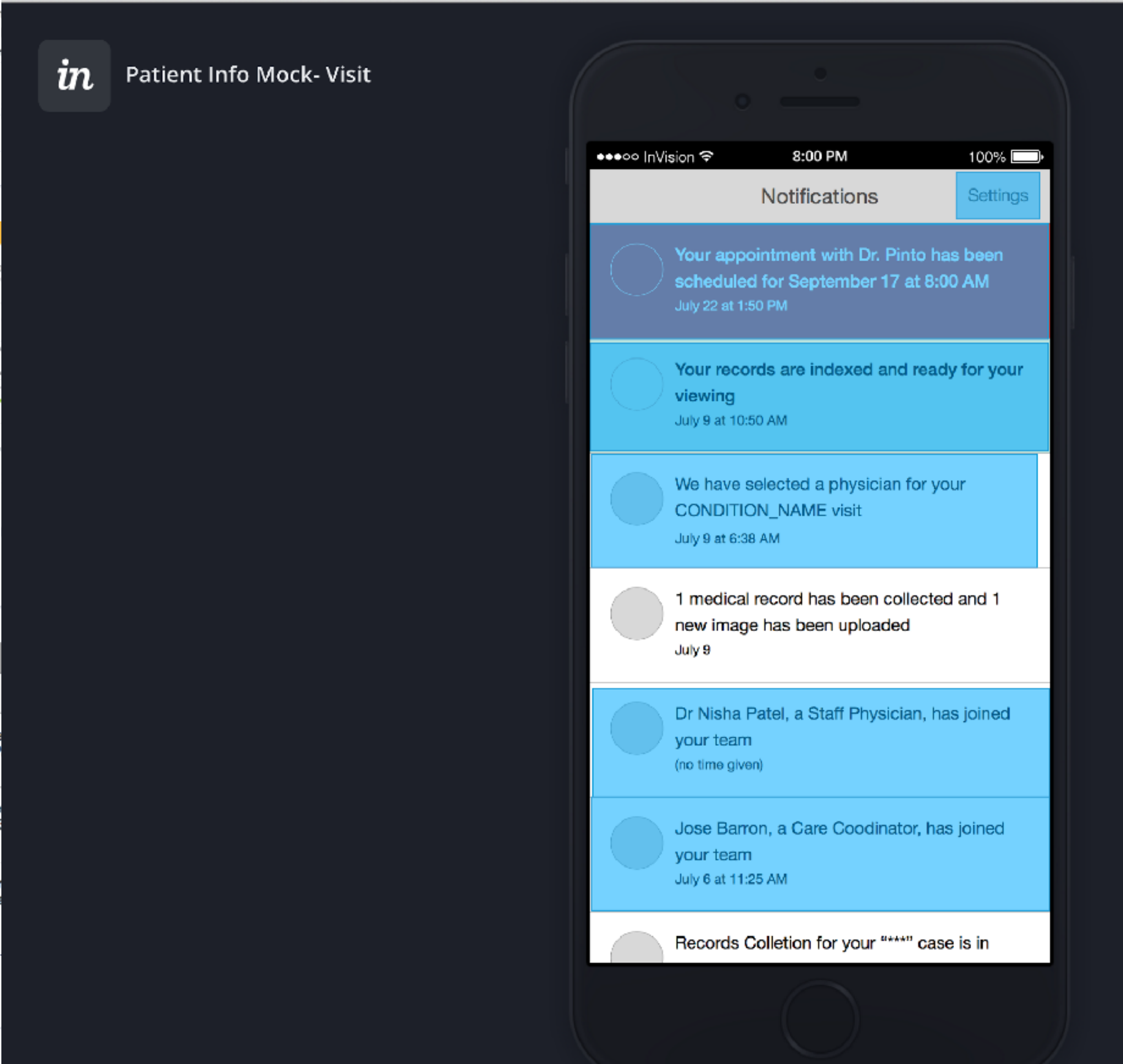
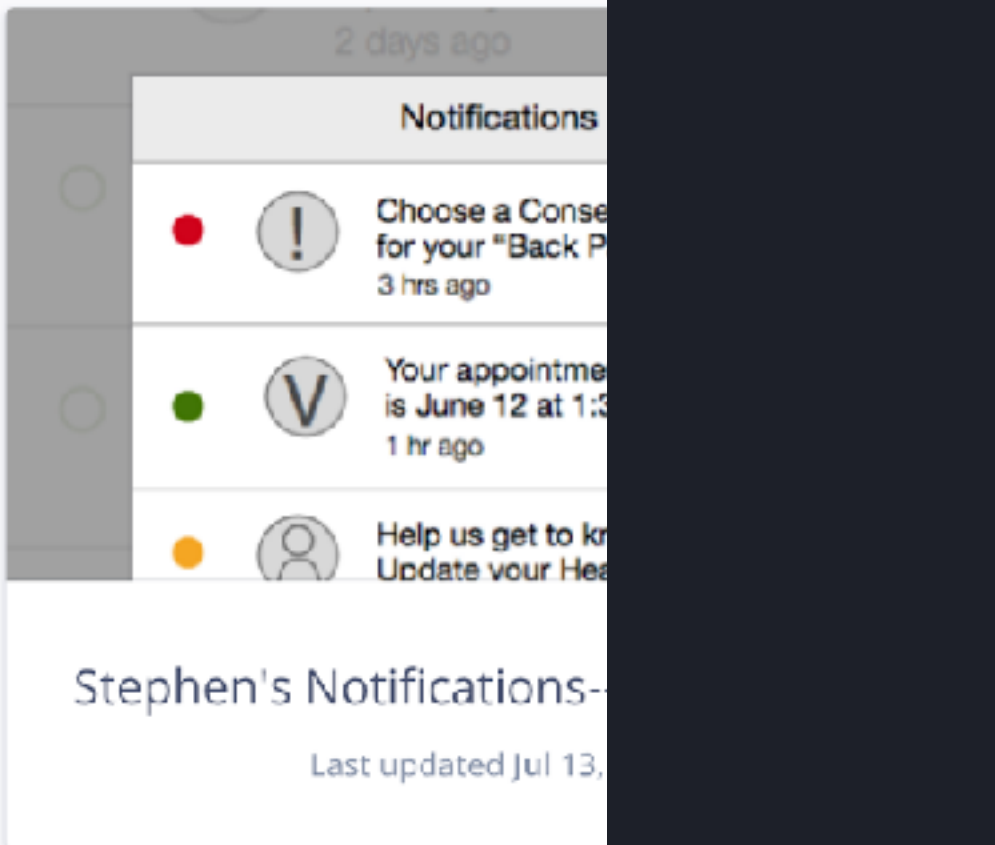
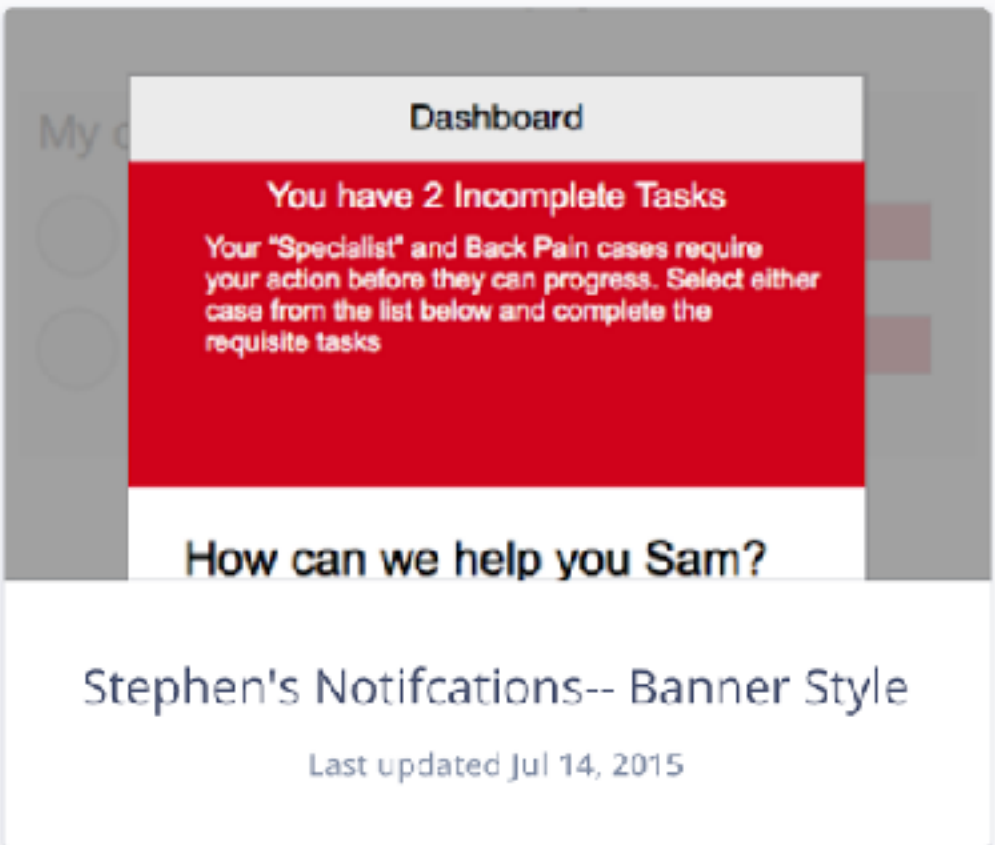
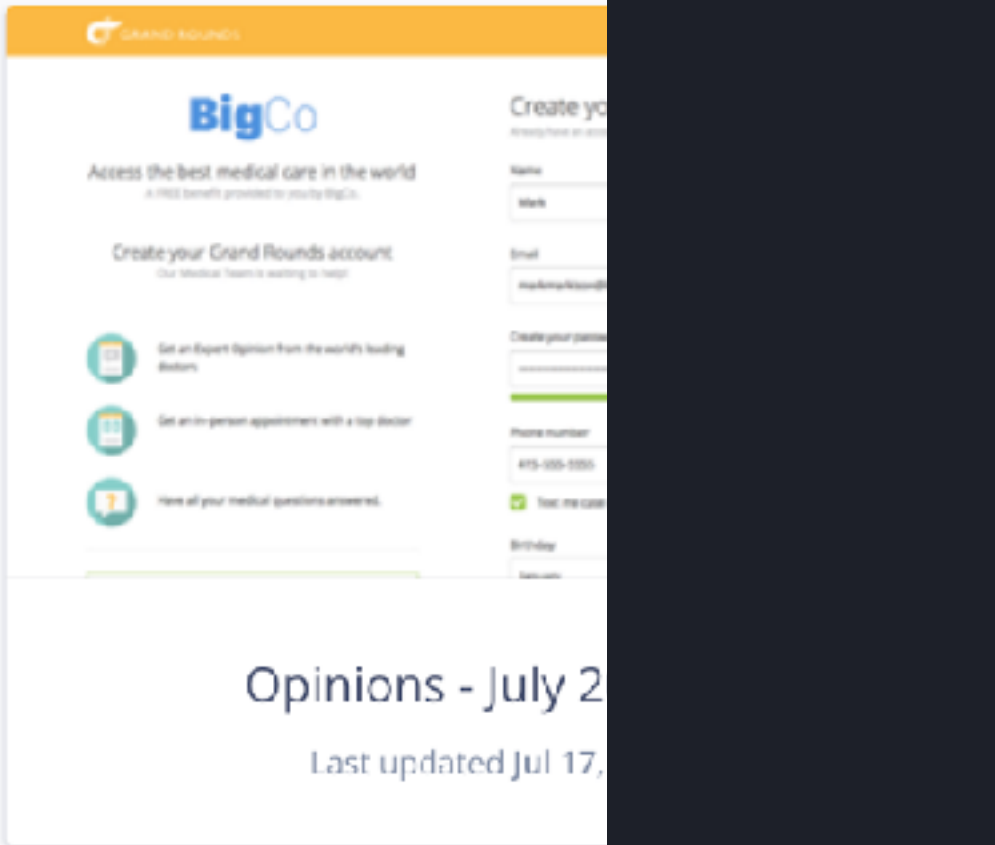
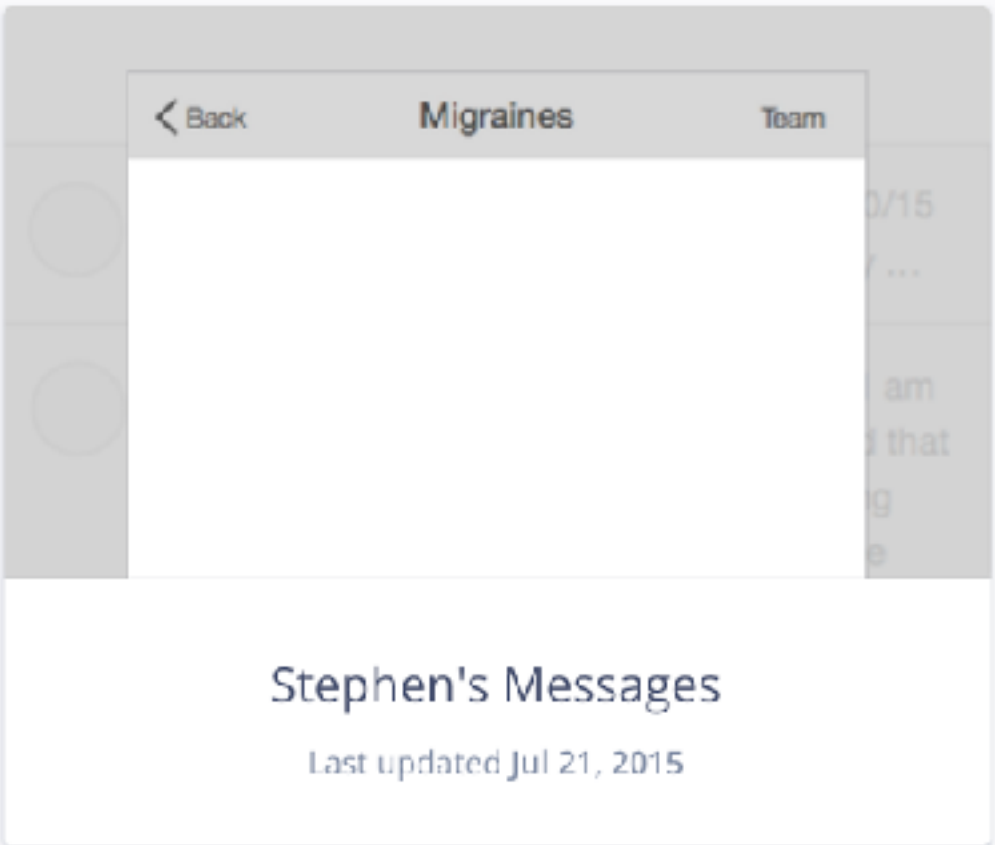
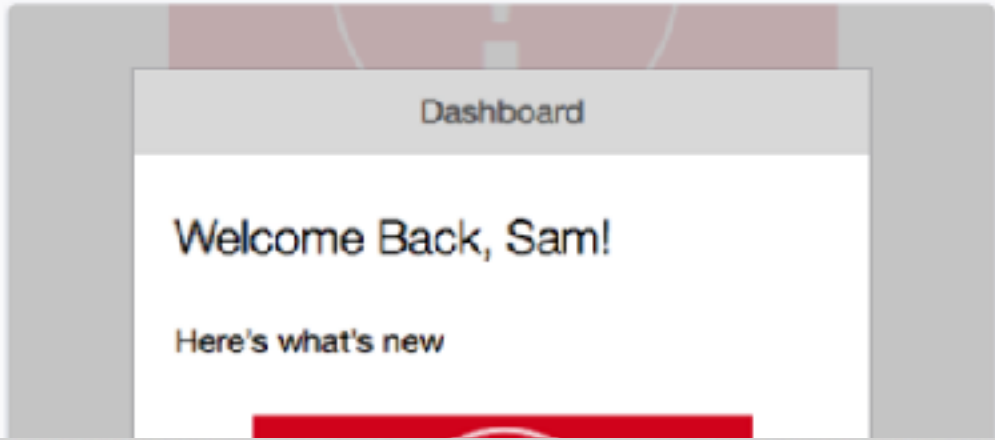
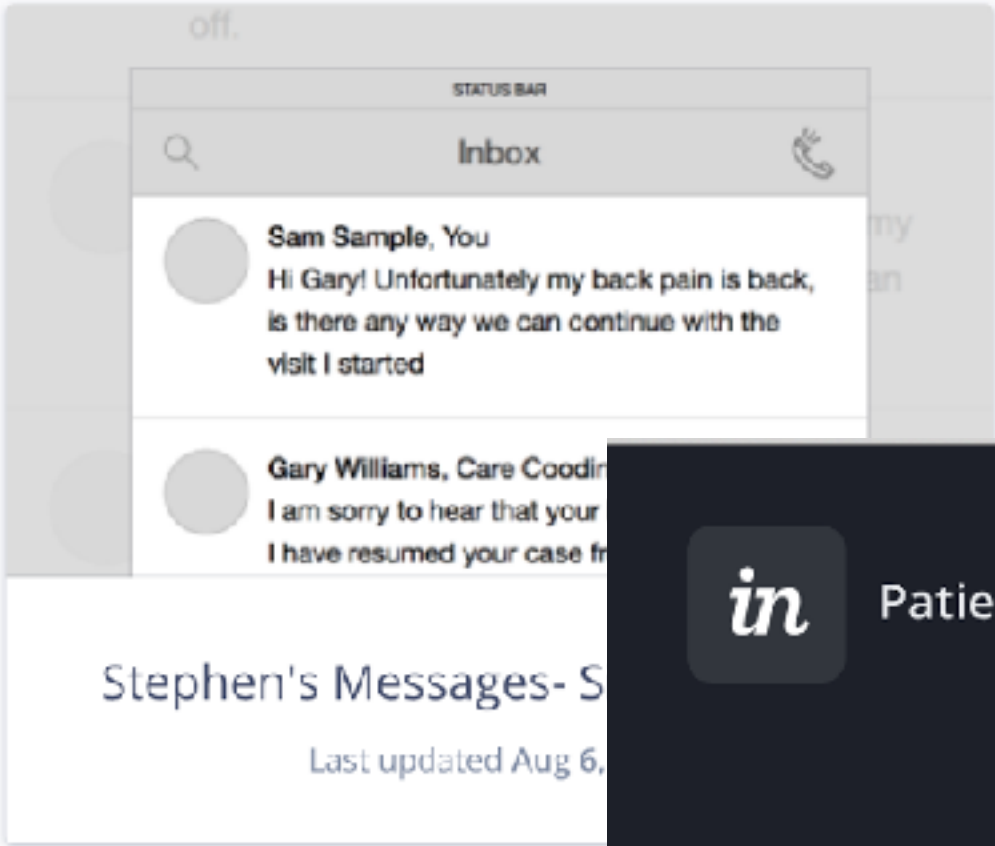
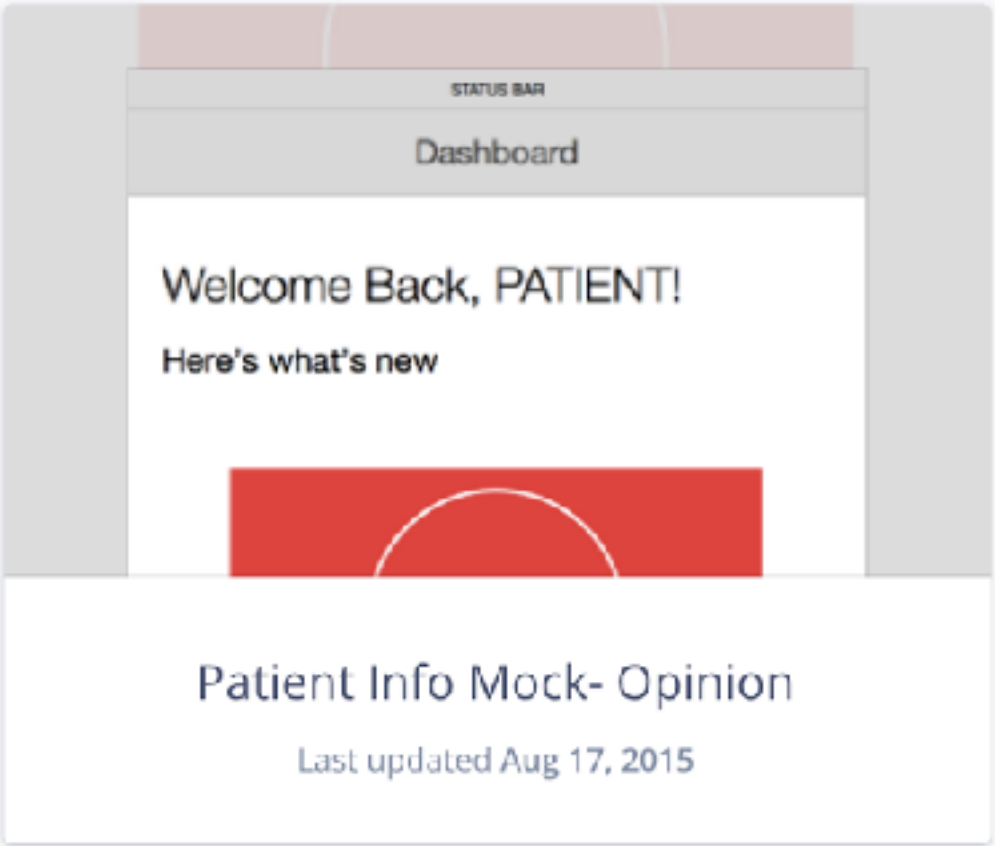














Josh Reimer says...

Grand Rounds, Inc. - GMail

Shared with me - Google

Patient Messaging, Notif...

Re-Architecture - Google

World of Design Nov 2015

Cole

https://docs.google.com/spreadsheets/d/1IC2IOEDglwG6eWa5Tw2IZBgBaozfsZtlUc\_Dbl-wzk/edit#gid=1963931511

Apps

Asana

Inbox (18) - cale.peeplees@gmail.com

grandrounds.com

Design Roadmap Q4

Grand Rounds, Inc.

Product Roadmap

Bookmarks

Other Bookmarks

Patient Messaging, Notifications, and case changes

File Edit View Insert Format Data Tools Add-ons Help

Last edit was made on September 3 by Rick Cerf

Comments Share

Notify (patient, sp, rs, co, expert)

A	B	C	D	E	F	G	H	I	J	K	L	M
1	Notify (patient,	Notification Tex	Resource Name	Resource Type	Description	Viewable By	Uploaded By	Number of Stud	Content Type	Time	Actions	
2			1996a734887789	After Care Summ	Dr. Pamela L. Kr	StaffExpertPati	Martell Chester	-	application / pdf	10:56 AM PDT A	Delete	
3			6d56ed8c5aecd1c	Fax	Seasons OB/GY	StaffExpertPati	Martell Chester	-	application / pdf	10:27 AM PDT A	Delete	
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7			e757dc8fe39bc	Fax	indexed - visit let	StaffExpertPati	Dallia Villanueva	-	application / pdf	8:13 AM PDT Ju	Delete	
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Apps

Asana

Inbox (18) - cale.peeplees@gmail.com

grandrounds.com

Design Roadmap Q4

Grand Rounds, Inc.

Product Roadmap

Bookmarks

Other Bookmarks

Patient Messaging, Notifications, and case changes

File Edit View Insert Format Data Tools Add-ons Help

Last edit was made on September 3 by Rick Cerf

Comments Share

Notify (patient, sp, rs, co, expert)

D	E	F	G	H
1	Date Time	Message		
2	Jul 9, 2015 at 10:04 AM PDT	Hi PATIENT, I am sorry I missed your call this morning. I understand you have a question regarding your appointments. I see you currently have three cases with Grand Rounds: 1) Vascu		
3	Jul 7, 2015 at 9:44 AM PDT	Thank you!		
4	Jul 7, 2015 at 9:06 AM PDT	Dear PATIENT, Your appointment with Dr. Kridgen is now re-scheduled for: 8/12 at 8:30 am. Please arrive 30 minutes earlier to fill out the registration paperwork, and bring a copy of your		
5	Jul 6, 2015 at 2:16 PM PDT	Hello PATIENT, This is Dallia, your Care Coordinator. I will be happy to re-schedule your appointment. I will keep you inform as soon as I have a confirmation for you. Thanks, Dallia		
6	Jul 6, 2015 at 7:15 AM PDT	Megan, is there any way you can reschedule this for me either the week of 7/27 or week of 8/3. I have to be out of town the week of 8/3. Please let me know. Thank you, Maryann Reed		
7	Jun 26, 2015 at 12:53 PM PDT	Hello PATIENT, Your appointment with Dr. Pamela L. Kridgen is now scheduled. Date of your appointment: August 4th, 2015 Time: 10:30 am Address: 2605 Nicholson Road Suite 100, Bu		
8	Jun 16, 2015 at 9:48 AM PDT	Hello PATIENT, I would like to follow up with you regarding the visit options Dr. Patel recommended you. Please feel free to select the doctor of your choice. I will be happy to schedule your ne		
9	Jun 14, 2015 at 4:47 PM PDT	Dear PATIENT, Thank you for trusting Grand Rounds with your care. I am pleased to inform you that I have been assigned as your Care coordinator for your office visit. Tomorrow morning		
10	Jun 14, 2015 at 10:10 AM PDT	Hi PATIENT, This is Megan and I am a Care Team Lead here at Grand Rounds. For your privacy and convenience, I have added Dallia to this case for you as well. She will be your perso		
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TOD

Notifications\_3CV

Messages\_3c3bf4c1f30dd7Ca

Case Notes\_3c3bf4c1f30dd70a

Case Log\_3c3bf4c1f30dd70a

Case

**Patient Messaging, Notifications, and case changes**

Last edit was made on September 3 by Rick Corf

Date Time	Actor	Action
Aug 24, 2015 ( 6:01 PM PDT )	Rick C.	Viewed Case Log
Aug 24, 2015 ( 5:59 PM PDT )	Rick C.	Viewed Case
Aug 21, 2015 ( 4:01 PM PDT )	Umer Khan [Adm]	Viewed Case
Aug 21, 2015 ( 3:25 PM PDT )	Umer Khan [Adm]	Viewed Case
Aug 21, 2015 ( 1:05 PM PDT )	Umer Khan [Adm]	Viewed Bust Cache
Aug 21, 2015 ( 1:05 PM PDT )	Umer Khan [Adm]	Viewed Case
Aug 21, 2015 ( 1:05 PM PDT )	Umer Khan [Adm]	Viewed Case
Aug 21, 2015 ( 1:01 PM PDT )	Dalila Villanueva	Viewed Case
Aug 21, 2015 (11:39 AM PDT)	Dalila Villanueva	Viewed Case
Aug 21, 2015 (11:39 AM PDT)	Martell Chester	Viewed Destroy
Aug 21, 2015 (11:39 AM PDT)	Martell Chester	Viewed Case
Aug 21, 2015 (11:39 AM PDT)	Martell Chester	Updated Case


  

**Patient Messaging, Notifications, and case changes**


Last edit was made on September 3 by Rick Corf

Date Time	Actor	Related Action	Message
Aug 18, 2015 at 9:12 AM PDT	Dalila Villanueva		I added case to assignment sheet to collect ACS.
Aug 18, 2015 at 9:11 AM PDT	System Notification	Records Collection Restarted	Records collection restarted by Dalila Villanueva on Tue, 18 Aug 2015 16:11:49 +0000
Aug 8, 2015 at 6:04 PM PDT	Dalila Villanueva		Kaitlyn please send a reminder to patient of her next appointment Thank you
Jul 29, 2015 at 8:03 AM PDT	Dalila Villanueva		I called Dr. Kridge again, spoke with Sherri, and this time, they got my records. I also verify appointment date and everything is ready.
Jul 29, 2015 at 7:08 AM PDT	Dalila Villanueva		I called Dr. Kridge's office to make sure they got the records, they didn't find it so I am re-faxing the records again. sending it attention Sherri.
Jul 28, 2015 at 8:16 AM PDT	Dalila Villanueva		I talked to Rennata from Dr. Kridge's office, confirmed pt appointment and got the fax number to send pt. records 412-605-6343. records are no
Jul 9, 2015 at 10:07 AM PDT	Dalila Villanueva		i missed pt. call. i just call her back and left a message to call me back. i also sent a message to inform her of the 3 cases she currently has wit
Jun 29, 2015 at 2:14 PM PDT	Rachel Trott		Rachel T uploaded Indexed Record on 06/29/2015 at 21:14
Jun 29, 2015 at 2:14 PM PDT	System Notification		Rachel Trott uploaded Indexed Record on Mon, 29 Jun 2015 21:14:26 +0000
Jun 29, 2015 at 9:18 AM PDT	System Notification		Rachel Trott uploaded Maryann Hugo UPMC on Mon, 29 Jun 2015 16:15:13 +0000
Jun 29, 2015 at 9:18 AM PDT	Rachel Trott		Rachel T uploaded Maryann Hugo UPMC on 06/29/2015 at 16:18
Jun 26, 2015 at 2:23 PM PDT	System Notification		Dalila Villanueva uploaded Generated Visit letter on Fri, 26 Jun 2015 21:23:16 +0000
Jun 26, 2015 at 2:13 PM PDT	Dr. Nisha Patel		Thanks Dalila for the update!
Jun 26, 2015 at 12:43 PM PDT	Dalila Villanueva		I scheduled appointment for pt. with Dr. Kridge for 8/4 at 10:30am. pt. needs to arrive 20 min. early and bring photo id and insurance card. PT. c
Jun 22, 2015 at 6:31 AM PDT	Rachel Trott		Rachel T uploaded Edited Release on 06/22/2015 at 13:31
Jun 15, 2015 at 1:42 PM PDT	Dr. Nisha Patel		Hi Dalila - please collect past two years of CS records. However, I do not want this to hold up the patient getting an appt so if collecting past two
Jun 15, 2015 at 1:41 PM PDT	Dalila Villanueva		visit options provided to pt. I will be working on her second case now for vascular surgeon
Jun 15, 2015 at 1:03 PM PDT	Dalila Villanueva		Dr. Patel, Please let me know if you need us to collect records for prior OB/GYN and how many years of records. Thanks.
Jun 15, 2015 at 11:19 AM PDT	Megan M		Rachel assigned as RS.
Jun 15, 2015 at 11:07 AM PDT	Dalila Villanueva		I sent an email to SP with a list of potential providers- I am waiting for her recommendations.
Jun 15, 2015 at 11:06 AM PDT	Dalila Villanueva		Dr. Patel, Please let me know if you need us to collect records for prior OB/GYN and how many years of records. Thanks.
Jun 14, 2015 at 6:22 PM PDT	Dr. Connie Innis		Triage complete. Nisha is SP for PCP OV. Txt Connie





**Appointment Scheduled**
1 min. ago

Your appointment with Dr Smith has been scheduled

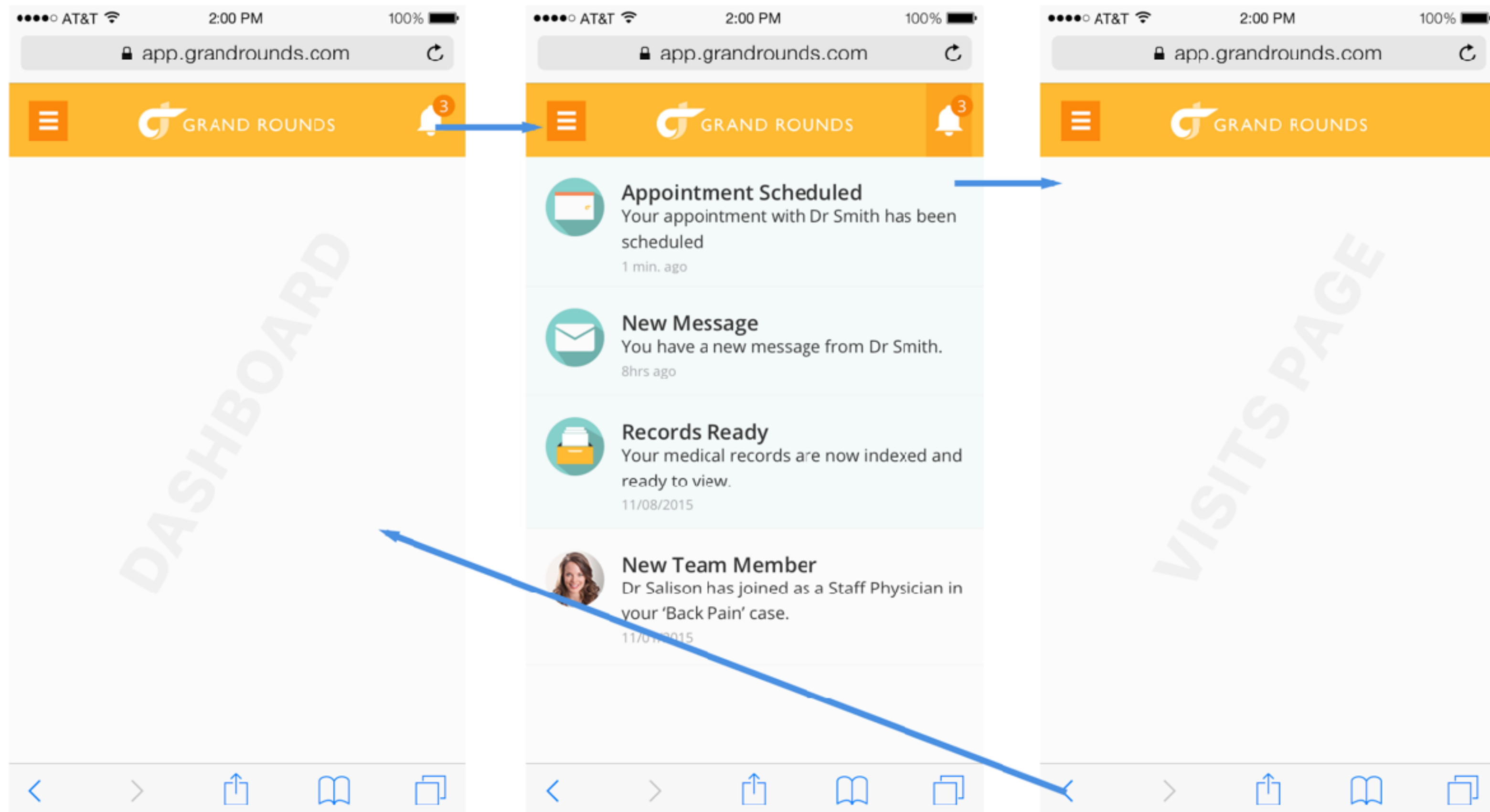

**New Message**
8hrs ago

You have a new message from Dr Smith.


**Records Ready**
11/08/2015

Your medical records are now indexed and ready to view.

## mWeb Notifications flow


**Appointment Scheduled**

1 min. ago

Your appointment with Dr Smith has been scheduled


**New Message**

8hrs ago

You have a new message from Dr Smith.


**Records Ready**

11/08/2015

Your medical records are now indexed and ready to view.


**Dr Salison Joined Your Team**

11/01/2015

Dr Salison has joined as your Staff Physician in your 'Back Pain' case.


**Sign Records Release**

11/08/2015

You need to sign your medical release form so that we can proceed.


**Password Changed**

11/08/2015

Your password has been changed.


**Family Member Invited**

11/08/2015

You have added a family member.


**Select a Local Physician**

11/08/2015

You need to select a Local Physician to receive your Expert Opinion.


**Select a Local Physician**

11/08/2015

You need to select a Local Physician to receive your Expert Opinion.





Hi Mark! Here's what's new.

Your daily Grand Rounds updates for June 12, 2015



#### New Message

You have a new message from Percy in your message center  
10:37 AM | Kn\*\*\*



#### Opinion Delivered

Your opinion has been delivered and is ready for your review  
10:34 AM | Kn\*\*\*



#### Consent Received

We have received your doctor's consent to provide your second opinion  
10:32 AM | Kn\*\*\*



#### Reviewing Opinion

Dr. Brein has passed your opinion to Dr. Crothers for review  
9:28 AM | Kn\*\*\*



#### Opinion Started

Dr. Brein has started your Expert Opinion  
7:17 AM | Kn\*\*\*

[See in Notification Center](#)

Why can't I see my full case names?

At Grand Rounds, your privacy is our top concern. We obscure your case names to hide your identifiable Protected Health Information (PHI) from unwelcome eyes. If you would like to see case names and other PHI in your emails, you may adjust your [notification settings](#).



Hi Mark! Here's what's new.

Your daily Grand Rounds updates for July 9, 2015



#### Records Indexed

Your medical records have been indexed and uploaded  
10:50 AM | Back Pain



#### Collecting Records

1 new image has been uploaded  
7/9/2015 | Back Pain



#### Collecting Records

1 new medical record has been collected  
7/9/2015 | Back Pain



#### Physician Selected

Your visit physician has been selected  
6:38 AM | Back Pain

[See in Notification Center](#)



Marcela  
Grand Rounds Care Coordinator



Dr. Val Ulene  
Grand Rounds Staff Physician

# We're here to help.

Welcome to Grand Rounds, Mark.

## How can we help you Mark?



I want to visit a specialist in person



I'm in the hospital and I need help

## New features at Grand Rounds

We are always working hard to bring you the best care possible through our applications.

New expert second opinion flow

### Inbox

#### Back Pain

Dec 2

Visit Specialist  
Sally Salison, Steve Stevenson

#### Knee Pain

Dec 1

Expert Opinion  
Mary Maryson, Ron Ronald

### Messages

Team



Wed Dec 2 3:01PM

Mark, your appointment with Dr. Culver has been scheduled. If for any reason you cannot make this time or need to reschedule, please let me know. Also, for your visit, make sure to bring a valid photo ID (license, passport) and your insurance card. Thank you again for trusting Grand Rounds with your care. Best regards, Mark.



Sally Salison

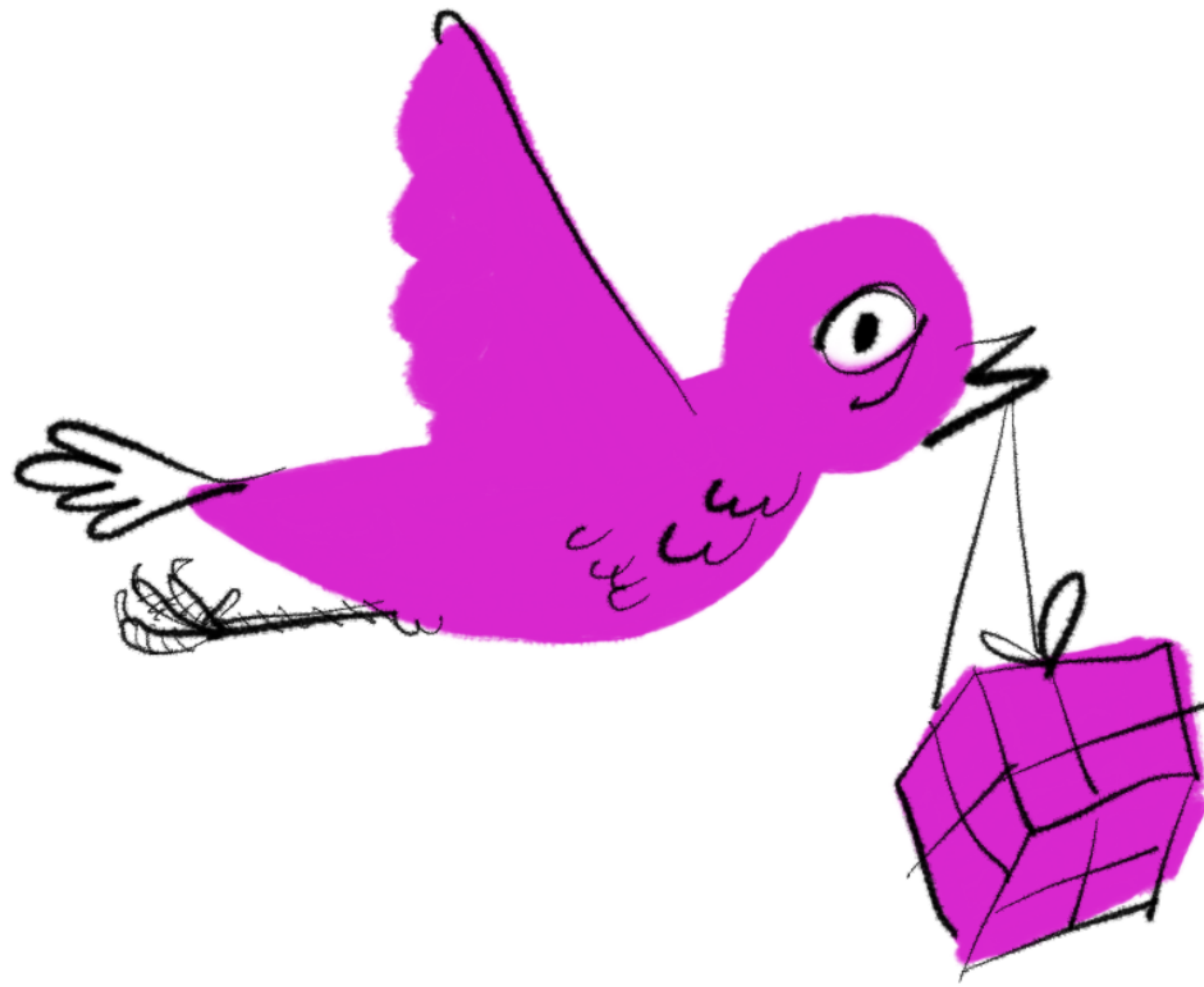
Wed Dec 2 3:01PM

Good morning Mark. This is Dr. Salison your Grand Rounds Staff Physician. I am sorry you've been having these symptoms. I am available to talk if you have any questions, at your convenience. I know Mark has already been working hard to find you a great physician. Best to you, Dr. Salison

Click here to reply







**communicate**



# Duh.

- ☐ Leverage your prototype testing
- ☐ Blog it (internally or externally)
- ☐ Open your design review notes to everyone
- ☐ Share new personas
- ☐ Host a lookback cocktail party
- ☐ Design Principles (If you have em you'd better stick to 'em!)
- ☐ ANSWER QUESTIONS!!



**30%** believe that **LISTENING** and **BEDSIDE MANNER** are the most important factors that make **TOP QUALITY DOCTORS**

**28%** believe that a doctor who **DOES NOT LISTEN** is a bad doctor



of the people who listed themselves as having **FAIR** or **POOR** health, a doctor who **LISTENS** is just as important as a doctor who makes a **CORRECT DIAGNOSIS**



**Rob** is 59 years old, and lives with a **debilitating chronic condition**. He asked one of his specialists for **recommendations for a PCP**. It was important for Rob to select a PCP who was **close to him in distance**, who **accepted his insurance** and was a **high-quality doctor**.

Rob has had some **negative experiences** with previous doctors. He said, “[One of my doctors] just wanted to **prescribe pain killers rather than dealing with the problem**. This doctor also **made awful medication mistakes** that almost cost me my life.” Rob thinks that the most important factor that makes a high-quality physician is the doctor’s **ability to make accurate diagnoses**.

When Rob searches for a doctor online he usually looks for the doctor’s **education and training**.

**Kelly** is 38 years old, lives in Phoenix, AZ and generally is in **good health**. She currently has a **primary care physician** who she found through a **friend’s recommendation**. It was important for Kelly that the PCP be in close proximity to her, be a **female doctor** and be **recommended by someone Kelly knew**. Kelly has also **seen a specialist** whom she was referred to by another doctor.

In the past, Kelly had a **bad experience with a doctor**. She said, “The [doctor] **would not listen to me** or value what I was trying to tell [him]. Because of this I was **misdiagnosed for months**. This caused extreme pain and **I almost died**.”

After this experience, Kelly thinks that the most important factor that makes a high-quality physician is the doctor’s **ability to listen attentively** to the patient. Kelly now **reads patient reviews** online before scheduling an appointment with a doctor.





#### *about the designer*

### Gather first, design second

Goals from the Business, Expectations of the users, Problems to be solved. Design is not an exercise for the soul, it's a method for solving problems. If we don't understand the problems, we'll never be able to design the right solutions.

### Observation leads to insight

Until you watch someone fail at something, you can't design a solution for it.

### Open to critique

Design team. Not team of designers.

### Decisiveness

A decision made can be iterated on. A decision unmade is useless

#### *about the results*

### Be clear, honest, and useful

We want to build trust through design. Solutions that are designed only to show off our skills are not useful.

### Evidence of craft

Nobody wants to feel like they're using a tool designed by a robot. We're building connections with people and letting them know that there are actual humans solving problems for them is important. **Wabi Sabi**. At the same time, we should be relatively anonymous as practitioners -- think less about a recognizable style, and more like the brush strokes in a painting.

### Editing is more important than generating (but generating is important too)

This is probably the hardest part of the design process, but we should always ask ourselves if we're trying to do too much. Dieter Ram said **"Good design is as little design as possible"**. Say less, do more. There's some axiom about being able to choose the good designs from the bad and how you can't do it unless you build the bad ones first...

### Respect the humans who use our products

Every person who uses Grand Rounds has a real and very important concern. We treat them respectfully.



Design principles are important. It lets the org hold you accountable



testing reports x2



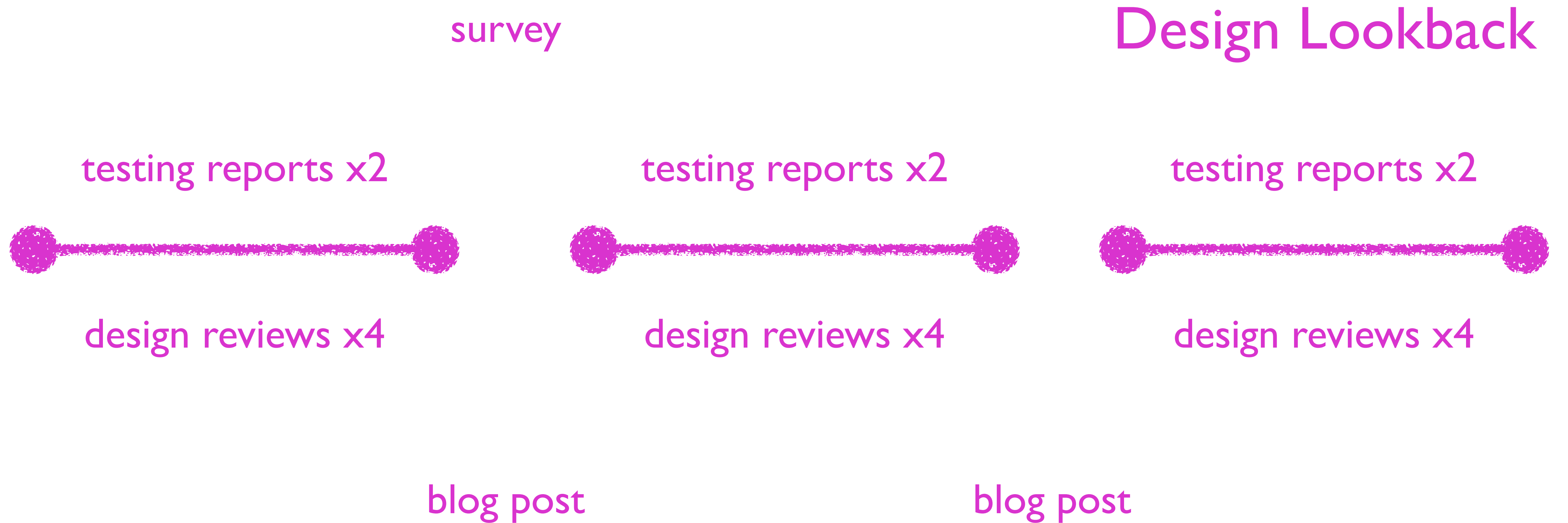
design reviews x4















# Overnight Success!

- **CEO & Business** hear new information & want to act they use design
- **Sales** shows our work but also shows our process
- **Product...** faced with a million challenges uses design to help point the direction
- **Development** \*might\* invite you to lunch.
- **Front line** faced with a problem in the product... comes to design

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**thank you**  
@calepeeples

[www.calepeeples.com/xdesignslides2016.pdf](http://www.calepeeples.com/xdesignslides2016.pdf)