

Chapter 1 : Bangkok In Slow Motion: The Art of Misdirection - Said Around the World

Hailed as the greatest pickpocket in the world, Apollo Robbins studies the quirks of human behavior as he steals your watch. In a hilarious demonstration, Robbins samples the buffet of the TEDGlobal audience, showing how the flaws in our perception make it possible to swipe a wallet and leave it on its owner's shoulder while they remain clueless.

Watch how he drops a coin into his hand, closes his hand, shows you the closed hand, opens it with a flourish, and the coin is gone! You look to his other hand. He turns it over and opens it with the same flourish. Then he takes your hand, closes it into a fist, opens it and there is the coin! This time watch the other hand. As he turns the upper hand over and makes a fist you see the coin slip into the lower hand in a much smaller movement. He opens the empty hand and moves the lower hand to the top. Ignore the obvious movement. Notice instead how he guides the coin between his middle fingers. Ignore how he opens the other hand and instead see him discreetly drop the coin into the first hand again. Finally feel how he slides the coin into your palm as he closes your fingers. But a classic illusion. Magic works by misdirection. The magician exploits your tendency to look at the obvious while the real action is taking place elsewhere. Economists have a name for the impact of only looking in one place: Whatever you are doing right now comes at the cost of everything else you might be doing instead, and there are always other things you could be doing. The hidden cost of software development How does this apply to software development practices? A new practice usually starts out as well-intentioned advice: Maybe you should give it a try too! You should use it because it works! What else could you be doing instead? What are the trade-offs in choosing this over one of the alternatives? I had to unlearn a slew of received wisdom before I was able to start thinking the way they did. Try this two-part exercise: Think of a practice or technique you use when you develop software, maybe your favourite practice. What benefits does it give you? You can probably think of a few. Write down some pros and cons of each one. Chances are you found that second part much harder. If you mostly came up with negative or ironic reasons for the alternatives, you are just listing more reasons to use the original practice. Each one could be an article in itself. Financial trading applications are a lot like this: You want each experiment to be inexpensive so you can try several. TDDing each option will work, sure, but it is going to be more expensive than just sketching something out to see if it feels right. What is the opportunity cost of all that extra time spent TDDing the sketches? You can sketch half-a-dozen ideas in the time it would take to TDD any one of them. The result of one attempt can change your understanding of the problem as much as offering a potential solution, which sends you in a new, unexpected direction. TDD locks in your assumption about the desired end goal. It assumes you know where you are heading, or at least where you are starting from. Perhaps you should defer investing in a solution until you know more about the problem. It might take a shift in perspective, a reappraisal of the whole premise, to see simplicity through apparent complexity. TDD is about incremental change and improvement. It is great for finding local maxima but the best solution might require a radical rethink. The opportunity cost in this case is that we get trapped in this local maximum and miss a bigger win. In Lean terms this is the difference between kaizen, continuous improvement, and kaikaku, abrupt transformation. Neither can succeed without the other, but we have tended to focus only on kaizen as a form of optimisation. TDD is the epitome of kaizen programming. To shine it needs an environment where you can step back, go for a mental walk around the block, come back and maybe change everything. However, a robust implementation of complex behaviour is going to benefit from the incremental approach TDD provides. On several recent applications we got to a point where we rewrote the system to add a new capability. It sounds rash, never mind wasteful, but what we had learned getting to where we were told us it would be more effective to rewrite “often in a different technology” the subset of the application that contained the real value. One system started in Scala and moved, in chunks, to Java the wrong direction, surely! Another started in Python and moved to JavaScript and node. Yet another started in Python and was rewritten into another Python app! Each rewrite was the result of getting the software in front of people, operations folks as well as users, and responding to their feedback. But what of the software that survived? We found it was possible to produce TDD levels of quality after the fact. We know what well-factored software looks like, and by this

stage we knew we were prepared to invest in this software: So we started introducing TDD-style tests for the more complex or critical parts of the code, which led us to refactor it to make it more testable, which created natural seams and subsystems in the code, leading to bigger refactorings, and so on. The opportunity cost of automated tests Automated tests provide assurance that code is doing what it should. This suggests two questions: Are there other ways to gain that assurance? And is the assurance even valuable? Automated tests are good at exercising specific pieces of code. Would you spot bugs in that code without the tests? If the app fails halfway through retrieving data what should it do? Will an automated test give you any more assurance? What could you do instead? The value of an automated test is a function of a number of things: Code at the edges of a system is often harder to test than internal code. UI widgets, external integration points, third party services, can all be expensive to automate. Does the cost justify the value? The reputational cost there is high: Again you need to strike a balance, understanding where automation is valuable and where it is habit. The opportunity cost of tests as living documentation There are many kinds of documentation. Valuable documentation educates you. Some automated tests read more like historical documents, giving an insight into times past. Perhaps at one point there was a silly bug where refreshing the current status fired off an email to the back office. Living is not a synonym for useful. Curating living documentation “ automated tests ” is as important an activity as curating any other kind of documentation. All too often it gets overlooked. I see TDD as a valuable and important development technique, but there are contexts in which it shines and others in which it is a hindrance. So take nothing at face value, and instead look for the trade-offs in every decision you make, because those trade-offs are there whether or not you see them. And if you can learn to spot them you can do magic.

Chapter 2 : Misdirection (magic) - Wikipedia

Hailed as the greatest pickpocket in the world, Apollo Robbins studies the quirks of human behavior as he steals your watch. In a hilarious demonstration, Ro.

She is totally serious too. Why is it not arrogant and unfeeling to boil a beetroot? Last time the world checked, plants lack a central nervous system. Cows, goldfish, pigs, dogs, horses, chickens, cats, parrots, rabbits, sheep, goats, turkeys, humans People who argue plants experience pain always seem to do so in context of an animal rights debate. Do they sit down to a salad and, in front of their friends and family, seriously expound on the suffering the apple endured being pulled from its branch? Do they honestly tell their friends that the pain a dog feels when he is beaten is no different than the "pain" a carrot "feels" when it is pulled from the ground? Bacteria are single-celled organisms with no central nervous system or nociceptors. They are incapable of complex emotions or thought. Fish are multicellular vertebrates with a central nervous system, pain-sensing neurons, and are capable of experiencing emotions, suffering. They can use tools, for crying out loud! Social fish species form complex relationships. Reducing the suffering in this world is possibly anthropocentric - after all, humans seem to be the cause of most suffering. Modifying our dietary choices to reflect a consistent ethic of least harm or being more kind and compassionate, more sustainable And appealing to nature? Like lets look at lions for insight on what is and is not acceptable behavior. A lion has no biological choice in who she eats. If she wishes to pursue a life worth living i. And it is sad and sucks and nature is just a generally amazing and brutal place. Should we use that as a marker for our own behavior? Those of us lucky to live near grocery stores or able to have balcony, backyard, community or larger gardens can easily choose a diet that is sustainable, affordable, healthy and compassionate. That is, a plant-based diet. Being vegan is about ethics. When we choose kinder options, we impact the world around us. If we are faced with two choices and one is to cause less harm, it is our moral imperative to pick that one. Even if it is uncomfortable or misunderstood.

Chapter 3 : The Art Of Misdirection | Death of a Salesman

North published a very interesting to read and well written article "The Art of Misdirection". It tells about the the opportunity costs of different development approaches from the testing [].

Even more than that, what about predicting human behavior? I think those are interesting ideas. For me, that would be the perfect superpower, actually kind of an evil way of approaching it. For example, how many of you still have your cell phones on you right now? Make sure you still have them. I was doing some shopping before. Without looking at it directly yet, can you remember the icon in the bottom right corner? Bring them out, check and see how accurate you were. Did we get it? Every phone has something in common. No matter how you organize the icons, you still have a clock on the front. So, without looking at your phone, what time was it? You just looked at your clock, right? With your eyes closed, what am I wearing? Make your best guess. What color is my shirt? What color is my tie? Now open your eyes. Show of hands, were you right? Some of us are a little bit more perceptive than others, it seems. But I have a different theory about that model of attention. For me, I like to think of it very simple, like a surveillance system. For me, I like to call him Frank. So Frank is sitting at a desk. But ironically, you can attend to something without being aware of it. For example, the cocktail effect: Now, for my job, I have to play with techniques to exploit this, to play with your attention as a limited resource. So if I could control how you spend your attention, if I could maybe steal your attention through a distraction. Now, instead of doing it like misdirection and throwing it off to the side, instead, what I choose to focus on is Frank, to be able to play with the Frank inside your head, your security guard, and get you, instead of focusing on your external senses, just to go internal for a second. So if I ask you to access a memory, like, what is that? Do you have a wallet? Do you have an American Express in your wallet? And when I do that, your Frank turns around. He accesses the file. He has to rewind the tape. Just hold still where you are. Hello, how are you? Do you have a ring as well? Hard to tell where to start, so many great things. Hi, how are you? Good to see you. Hi, sir, could you stand up, please? Just right where you are. Nice to meet you, sir. Hi, sir, how are you? Good to see you, sir. You have a ring, a watch. Do you have a wallet on you? Come on up this way, Joe. Give Joe a round of applause. Come on up, Joe. Thank you very much. Come on up to the stage, Joe. Anything in your front pockets? Can you stand right over this way for me? Hold out your hand for me. This is a task for you to focus on. You have your money in your front pocket? Once a guy had a hole in his pocket, and that was rather traumatizing for me. I wanted his wallet, he gave me his number. Squeeze your hand tight. Do you feel the poker chip in your hand? Would you be surprised if I took it? Make it harder for me. Just use your hand. Grab my wrist, but squeeze, squeeze firm. Did you see it go? Go ahead and take it off. Hold your hand out flat. Put your hand up a little bit higher, but watch it close. I have faith in you. You were focused on your hand, distracted. Yet you had something inside your pocket. Do you remember what it was? Is it still there? Laughter Oh, there it was. Put your other hand on top, would you? Hold your hands together. Your other hand on top. If we watch this kind of close, it looks like it goes away. It falls out of the air, lands right back in the hand. If I do it slowly it goes straight away, it lands by your pocket. Is it in this pocket, sir? They have shots for that. Can I show them? Is this yours, sir? I have no idea how that works. I need help with this one. Step over this way for me. You had something down by your pants pocket. I was checking mine. Can I feel the outside for a moment? Down here I noticed this. Is this something of yours, sir? I have no idea. Laughter Hopefully it matches his taste. We have a couple of other things, a little bit of cash. And we have a few other things, these all belong to you, along with a big round of applause from all your friends. Applause Joe, thank you very much.

Chapter 4 : The Art of Misdirection | Wasteland Kings

Misdirection is an art in itself, John Ramsay was a master of misdirection. Yet he never used strong misdirection. It went know further than the direction of his gaze or how he spoke-very light misdirection.

Bangkok In Slow Motion: I want to explore. That being said, my first night here I ended up eating at some restaurant in Siam Square where not but outside my window, 2 bombs went off within 10 minutes of each other. Either way, I ended up at what would be my home for the next 5 days. Looks fancy from the outside? I opted for a mixed 4 bedroom dorm. They also provided all the necessary plugs, rendering my universal plug adaptor useless. I just wish the room had windows. I wanted a local SIM and some soap. This can be a good or a bad thing depending on how you see it. Such a big language barrier really makes you think differently about communication. Getting Around For locals, it seems the motorbike is the standard way to move. Enter Scam 1 I noticed some locals talking to a man that looked like he worked there. What about the locals that asked first though? Too intricate of a ploy. Maybe I thought they were locals because they were Asian as well. Regardless, as I laid on one side of the boat, admiring the undulating waters beneath me, I was informed by the driver that I had to sit directly in the middle of it. As soon as I arrive, I find myself in a local market. Not only are there shrines everywhere but they are highly respected and regarded. There is always a votive offering for the spirits in the form of flowers, rice, bananas, etc. People have these in their homes, outside their businesses, inside their businesses, you name it. Tuk Tuk drivers would get off at a stop and bow to the Shrine. Locals would pray for good fortune, to heal an illness or get a raise. Oh, you thought you were going to the Grand Palace? The country is baptizing me into their world, teaching me their ways. Obviously, not all Thai people are scammers. This time I feel a little more on guard. I made a mental note to keep that in mind while talking with this individual.

Chapter 5 : The Art of Misdirection | Dan North & Associates

Founded in early , Industrial Scripts is now one of the world's leading screenwriting companies, backed by major entertainment companies and with over 1, verified testimonials from its global client base.

In the past couple of days, the Bush White House has been frantically contorting itself to explain why they are above the law. Vice-President Dick Cheney claimed that he was not subject to oversight mandated by law because his role as President of the Senate means that he is not a part of the Executive Branch of government. These absurd assertions produce this surreal chronology: Cheney is exempt because he is not part of the executive branch. Cheney is exempt because he is part of the executive branch. Could this get any curiouser? Why is it that within the span of a few days the administration is opening the door to intelligence confessionals from the past and at the same time feverishly scrambling to conceal its own more recent behavior? The conspiracy theorist in me cannot help but become suspicious of what the administration does not want us to know, and the lengths to which they will go to keep us from knowing it. The media will be eagerly analyzing the CIA data when it is made available to them. They will assume their pack-mentality posture and focus like a laser beam on these documents to the exclusion of all other events except, of course, the Paris Hilton liberation, which will squelch all other news items that threaten to emerge. Consequently, I will be looking intently beneath the surface of the news to see what may be hiding there. While I approve of the CIA disclosures in principle, it is just not credible that this administration decided to be forthcoming at this time without some ulterior motive. They have never been known for their openness or honesty and the machinations evident in the Cheney affair demonstrate their extremism in pursuit of deception and obfuscation. It would be nice if we had courageous reporters like Jack Anderson or I. Stone working to reveal the illicit activities being concealed from us by our disreputable so-called leaders. It would be great if there were patriots like Daniel Ellsberg inside of government willing to expose the criminality ongoing in the White House. We can keep hoping that figures like these will emerge and clean out the rot in Washington, but more likely we will have to rely on ourselves to unmask the offenders. Next week, when the press is busily dissecting the minutiae that is fed to them, try to stay alert. There is something behind the other door. Like a magician waving a wand in one hand to misdirect your attention from the other hand as it furtively slips into his pocket, the Amazing Bushini, with the aid of his lovely assistant the Media, may be pulling a fast one. So keep your eyes open and maintain a healthy skepticism. One thing we know for sure is that these guys always seem to have something foul up their sleeve.

The Art of War by Sun Tzu is largely predicated on misdirection as a tactical strength in warfare. In it, he advises: Engage people with what they expect; it is what they are able to discern and confirms their projections.

In the present day television has largely made it unworkable, because it is difficult to distract the unblinking stare of the electronic lens. But like all magical methods it remains part of the silent armory of techniques at the disposal of illusionists. It is the kind of misdirection which makes use of distraction: The magician allows something to happen which grabs the attention of the audience. It might be something funny or unexpected, something seeming to go wrong or making a sudden loud noise, something ridiculous or shocking. But during those few seconds of distraction, the magician is briefly invisible to the audience and makes good use of it -- the next stage of the trick is made ready. The Prestige was largely about another kind of misdirection: In this, the magician misdirects the audience by allowing them to make assumptions about what they are seeing. The most common example is the deck of cards, opened by the magician with a flourish, the cardboard sleeve thrown aside, the cellophane covering the cards crackling as it is torn away. When the cards are fanned neatly for the audience to see, most people, without being told, will assume that this is a brand-new deck of cards, unsullied by cunning or advance preparations. Naturally, this is exactly what the magician wants the audience to think, and proceeds to work with the cunningly prepared special pack. Because I am a novelist and not a magician, my way of using this kind of material is through metaphor, character, story. In The Prestige I used the plot to misdirect the assumptions most readers would probably make about two of my characters. I made this into a mystery that was intended to be puzzling, yet would allow the reader to work out the answer well before the end. When the book was filmed by Christopher Nolan in , this mystery, central to the story, was made into a secret, one that was concealed until almost the final seconds of the film. Mysteries and secrets are in my view different in important ways, but a film is not a novel. It is not in fact about magicians or magic, although a couple of illusionists do make appearances during the story. Guest appearances, if you like, to suggest where my metaphors might be leading. The Adjacent refers back to that earlier kind of misdirection, where one event occurs next to another. In fact there are many events and stories in the course of the book, some in the past, some in the near future, and they all turn out to be adjacent to each other. In this case, the adjacency is not intended to shock or amuse or surprise or even, I hope, to distract , but to illuminate or illustrate the others. What is the link between a woman fighter pilot in WW2 and a magician sent to the trenches of the Western Front in ? What is the connection between a senior civil servant who is a doctor, and a missionary who has taken a vow of silence? These connections are, of course not, immediately obvious, but just as I left the readers of The Prestige to solve the mystery for themselves, so I think the principle of adjacency in a novel will be clear well before the end. The story itself involves a scientific kind of adjacency: It makes use of quantum physics to annihilate its victims by violently removing them to a parallel, or adjacent, reality. There is no apparent defence against this, and no recovery from it. The central character at the beginning of the story of The Adjacent has just lost his wife to this unpleasant device. He is a modern-day photojournalist, on assignment to an aid hospital in Eastern Turkey. Removed swiftly to London to be debriefed after the death of his wife, he discovers that larger versions of the adjacency weapon have been deployed against several cities. It seems he is somehow responsible, somehow involved. This is only the beginning, and misdirection lies ahead. I sometimes wish I had been born to be an illusionist rather than a writer. One of the features of a good magic show is the sense of fun, the surprises, the amusement. Magic is about entertainment, not just cleverness. I believe that is and should be true of novels too, and although I cannot promise that The Adjacent contains many laughs, I hope readers will find much that will entertain.

Chapter 7 : Classic Being a Better Writer: The Art of Misdirection | Unusual Things

In theatrical magic, Misdirection is a form of deception in which the performer draws audience attention to one thing to distract it from another. Managing audience attention is the aim of all theater, and the foremost requirement of all magic acts.

This is an important lesson because each of us has a limited amount of attention. Even if you had enough time to focus on those tasks one at a time, you would struggle to have enough mental energy. The important point is we cannot accomplish two worthwhile tasks with excellence at the same time. We need to keep this in mind when it comes to changing the world around us. We as in the United States are in the last days of a presidential election cycle. This means a few candidates have told us quite a bit how they plan on changing or preserving the world around us. One of the common talking points during these cycles is whether the candidates are lying or not. There is one lie which sits above all of those possible deceptions though. The second dangerous quality comes from the foundation of truth on which the lie is built. Voting is a way to impact our world and citizens should vote with great care and thoughtfulness. There is a considerable difference between a way to change our world and the best way to change it. I invite you to consider this difference. If you gave everyone you saw a flower, it would change our world. A few things would probably happen. For starters, a few florists would make more money. Unless it causes financial problems, it sounds like a worthwhile thing to do. It would even be dangerous to assume this is the best way. This assumption could lead you to dedicating your limited time, money, and energy to giving people flowers. Important things in your life, like relationships, would suffer. The flower campaign would steal attention which should go to other areas of life. Presidential elections do the same to us. Could you imagine what would happen if something else received the same level of attention? What if one friendship in your life got the same level of attention? I intend to point out the impact you could have on the people around you. Is it possible your opportunities to impact those people are being stolen from you? Even if you have zero influence on all of those people, I could help you find plenty of people to influence. A couple quick Google searches will find a place to go serve those down on their luck. Those same doors are open to you. With them, you can impact this world in a way voting never can. Elected officials have a great ability to impact public policy and the laws of the land. Their ability to change hearts and minds is quite small though. A mentor encouraging and challenging me in my work sounds great though. It is relationships which create the best changes in our world. Presidential elections are important and yet they can steal too much of our attention. Worse yet, they can make us feel satisfied if they do go our way. We can assume our country is on the right track because we got the right person in office. This last sentiment is quite dangerous because we can have all of the right laws and live in a terrible place. You will have many opportunities to change this world after this election ends. I challenge you to look for those opportunities.

Chapter 8 : The Art of Misdirection | theory11 forums

In a TED talk on the art of misdirection, above, he cites psychologist Michael Posner's "Trinity Model" of attentional networks. He has deepened his understanding through the study of aikido, criminal history, and the psychology of persuasion.

The human brain can really only focus on a few things at a time and those are usually the most obvious things. You can actually get someone to forget all about the task at hand if you overwhelm them with your presence and then make them focus on something off-topic. We strongly recommend this system for anyone striving to get ahead in business, or just looking to create a little influence. A trick that would work sometimes however would be to ask them if my shoes were okay for the club. Even if they did, the line of people would be getting impatient by now. Magicians are incredible at this. Meanwhile, any number of things can be going on with the other hand. Actually, learning some of the skills on how to do magic is an invaluable skill. Not only does it teach you how to use misdirection, it also makes you interesting and, by default, incredibly charming. Studies on eye witness testimony have found that wearing a brightly colored shirt while committing a crime can actually make the culprit harder to identify. This is because the witness will have been distracted by the bright color and not have looked at their face. Sidewalk grifters make quite a good living at this. While one is performing a song or dance, an accomplice sneaks through the crowd pick pocketing the unsuspecting tourists. For example, when asking a question, the element of surprise will help you to get an honest answer or the answer you want to hear. This is because if someone knows you are going to ask them a question they will prepare an answer ahead of time. So what do you do if you suspect they may already have prepared an answer? Ask them about their day; ask them if they say the new episode of Scrubs! then BAM! Where were you last night? Disguise The most important thing to disguise in psychological warfare is your motives as I have covered earlier. You can disguise your motives with different motives. Essentially, this works on the premise of jealousy. Most people hate someone who gets everything they want. No one likes to see a guy effortlessly do better than them. How do you overcome this? By making it appear as if you have a different motivation. Odd are that his friends told him that the place is full of hot chicks and he can clean up there. A better way is though volunteering. This is a much better situation to meet people and you actually look like you care about something besides meeting people. It helps if you have some kind of interest in the cause you volunteer for. You look like your staring out the window, but you actually reading her text messages in the reflection! They hit you with the sales techniques. You can use this technique to pick up the opposite sex. Another great one is to pretend to be approaching her less-attractive friend and ignore her altogether. This hits so many buttons. The art of misdirection is really about confusion. When you know enough techniques and tricks, you can never get cornered again.

Chapter 9 : Professional Pickpocket Apollo Robbins Explains the Art of Misdirection | Open Culture

If someone takes your attention, they can make some dramatic things happen. It's possible for them to astound you with some magic trick. It's even possible for them to steal from you.