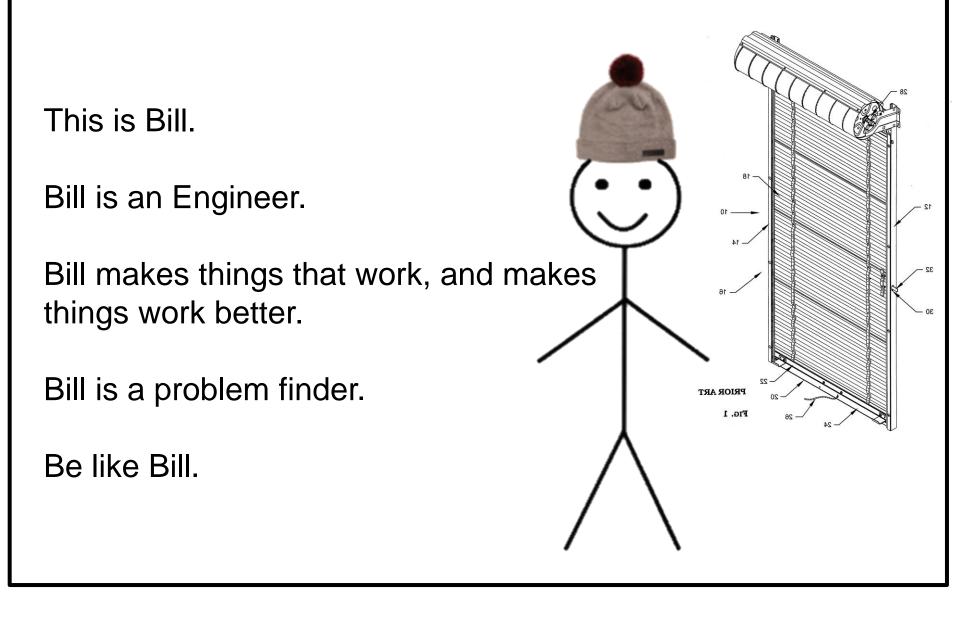
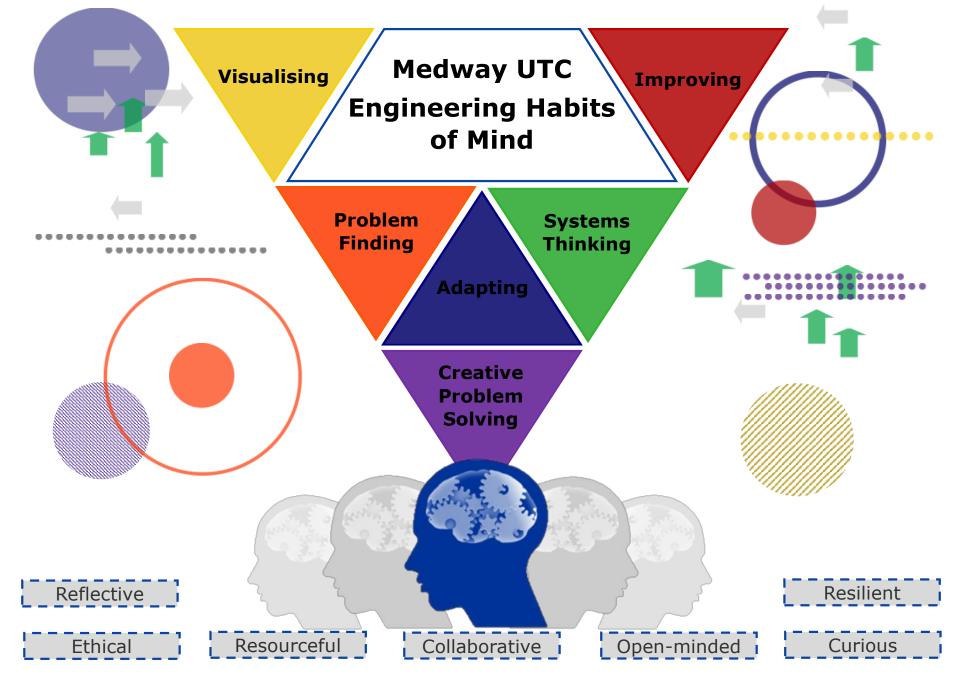




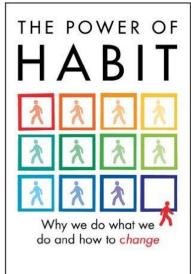
This resource has been provided courtesy of Medway UTC, Chatham, Kent and was prepared while the school was involved in the 'Thinking like an Engineer' project 2014-2016. Please acknowledge the school if you use this material.

Website: http://www.medwayutc.co.uk/

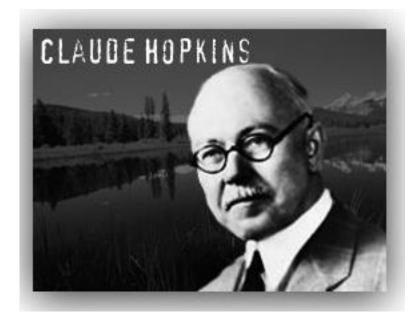


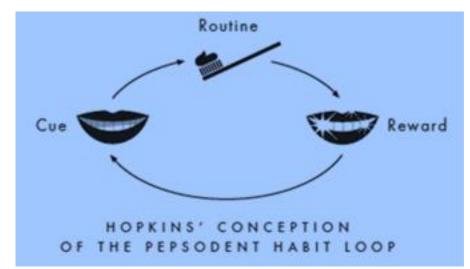


How do habits work?



CHARLES DUHIGG





Punch, November 9 1949

FILM on teeth invites decay . . .

D^O you know why teeth decay? forms on them, gives shelter to destructive germs.

Run your tongue over your teeth, Feel a sticky film there? That film forms from food deposits and saliva. In it, germs produce acids that attack the enamed of your teeth. Film is continually being deposited on your teeth. You can remove it with Pepuodent. No toothpaste except Pepsodent has frium,

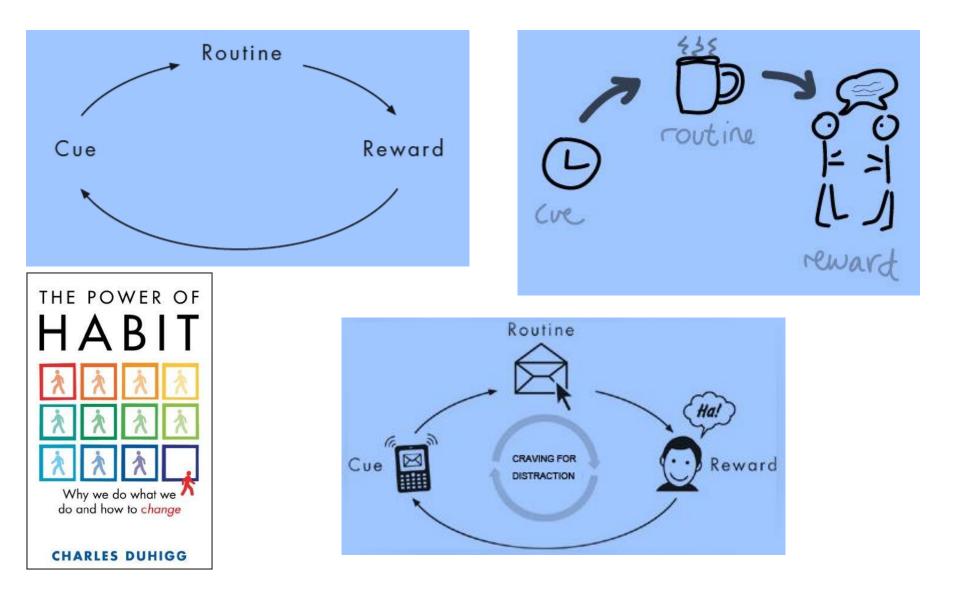
NEW PEPSODENT is extra-feamy, and Persodent's lovely minty taste brings freshness to your mouth. Film-solied teeth spell DANGER, Film harbours germs that bread decay, Only Pepsodent contains Irium, which frees teeth from film.

specially made to emulsify and wash away ever-forming film.

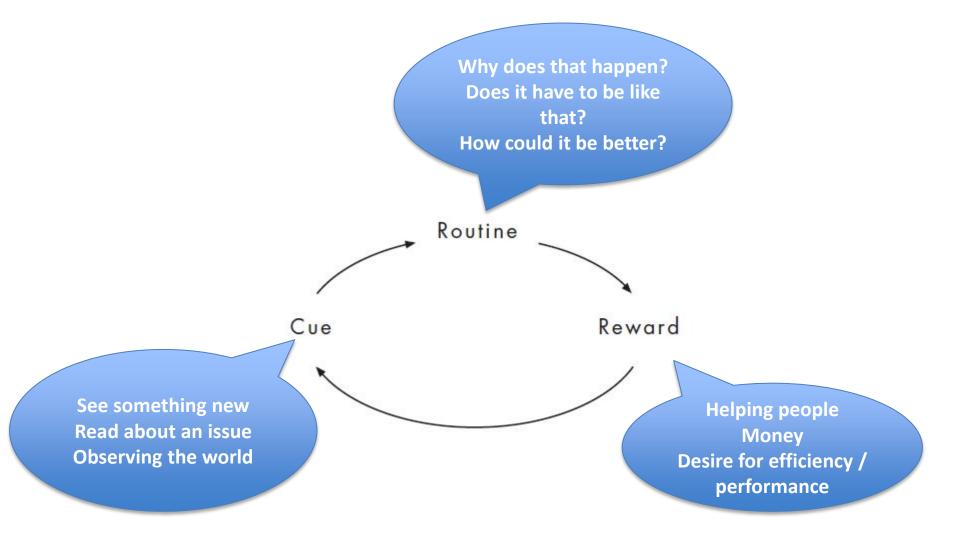
Brush teeth with Pepsodent after every meal. (Film never lets up!) Visit your dentist twice a year. Keep your teeth white and film-free, and reduce the risk of decay.

... the Irium in Pepsodent fights film

How do habits work?



Engineering Habits of Mind



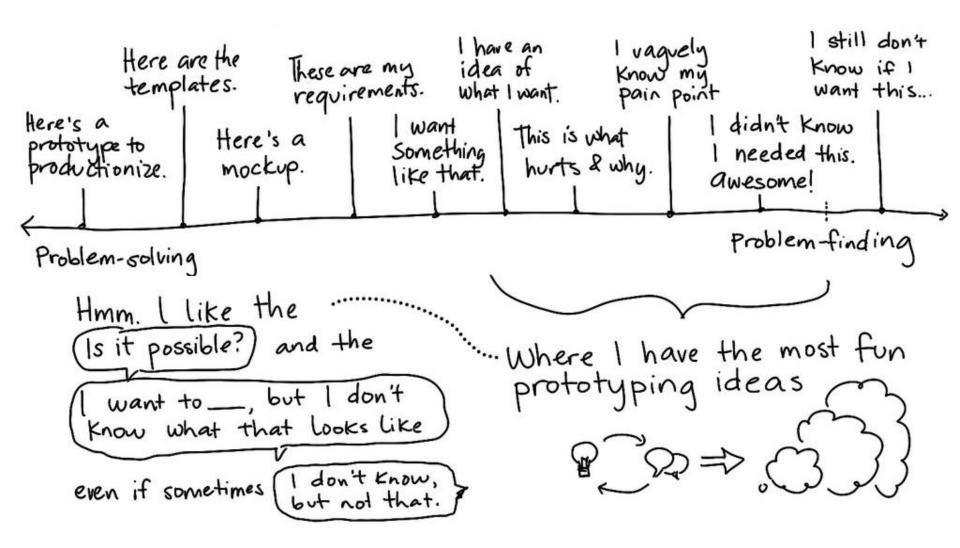
Problem Finding

"Problem-solving remains an important skill. No doubt about it. But problem-finding is becoming just as important, if not more so. If a customer knows exactly what its problem is, it can probably find the solution on its own. It doesn't need you.

But where you're enormously valuable is when the customer doesn't know what its problem is, or is wrong about its problem.

There you can make a big difference — by identifying problems the customer doesn't realize that it has, and looking down the road to anticipate problems that haven't yet arrived."

Problem Finding



To reflect on...

IT TAKES AS MUCH TIME TO SOLVE A BAD PROBLEM AS IT DOES A GOOD PROBLEM.

AND IF YOU'RE NOT WORKING ON GOOD PROBLEMS, YOU'RE REALLY WASTING YOUR TIME.

This is Bill.

Bill is an problem finder.

Bill questions the world around him and verifies what is know.

Bill is an Engineer.

Be like Bill.

