

# 7 Things I Wish I'd Learned Earlier in my Career

# Presenter

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87+ Network Certifications

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# #0 - Family are the Big Rocks!



No  
*Success* can  
COMPENSATE  
*for failure in the*  
HOME

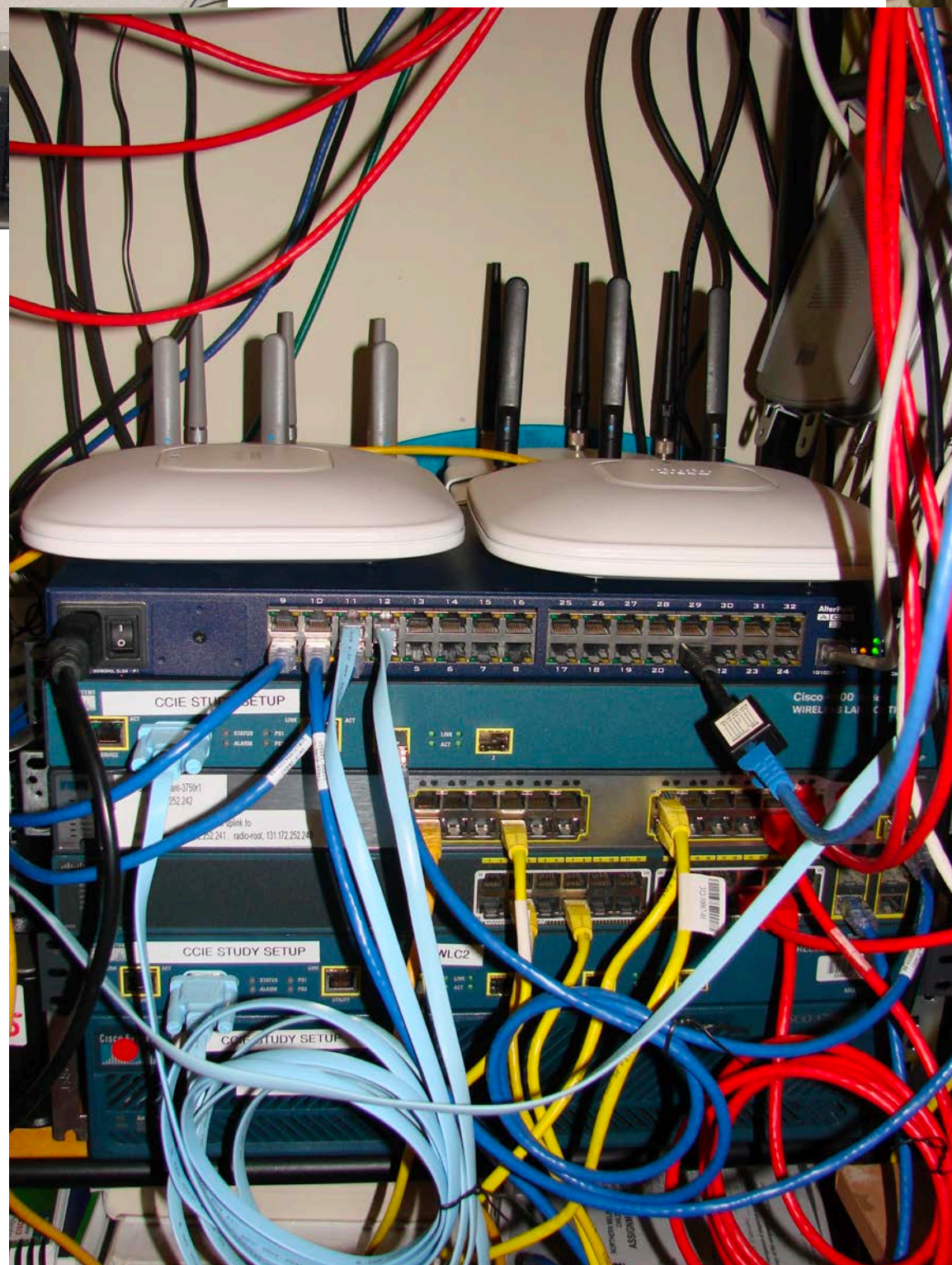


# #1 - Certifications are Table Stakes





# Lab - Lab - Lab

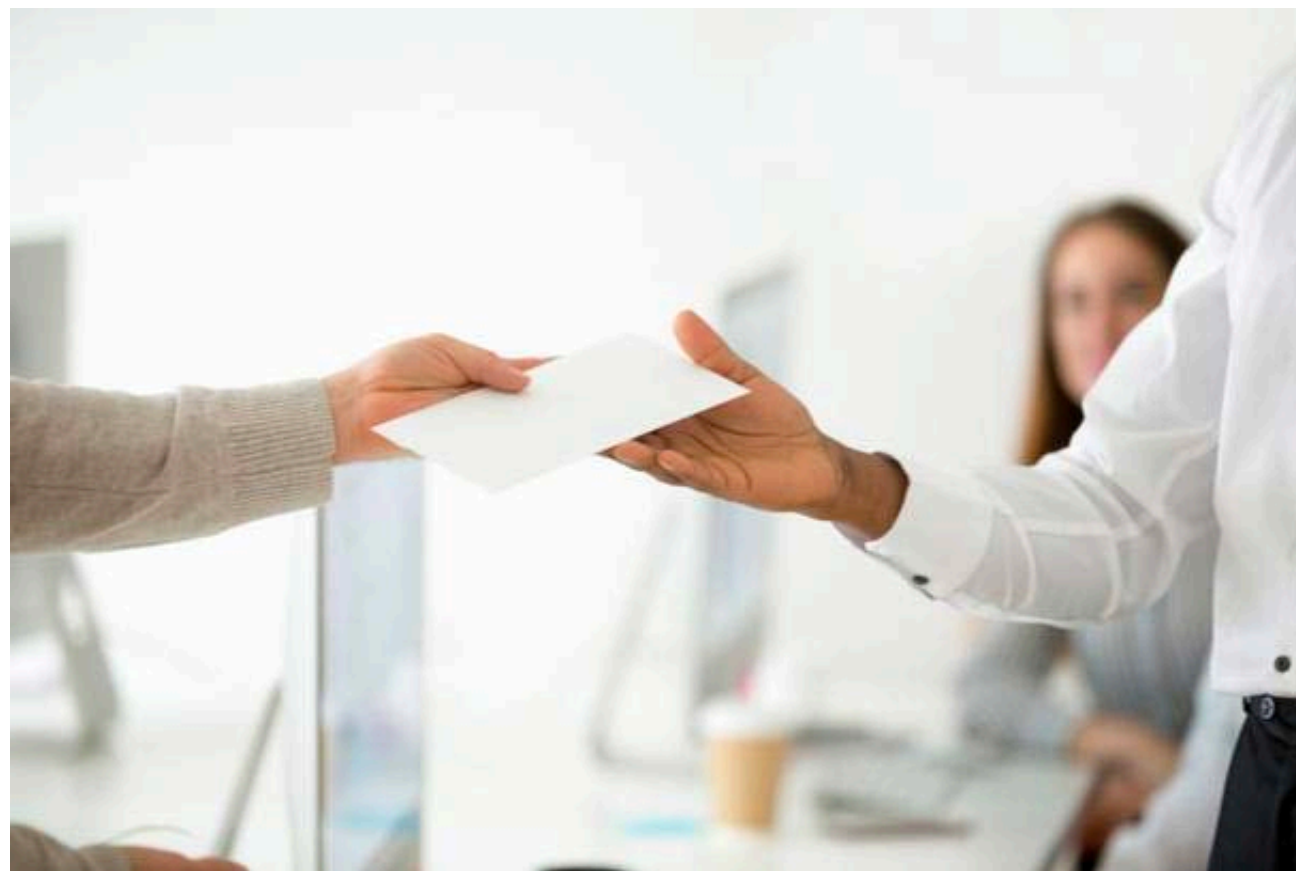




# #2 - Choose Vendors Wisely

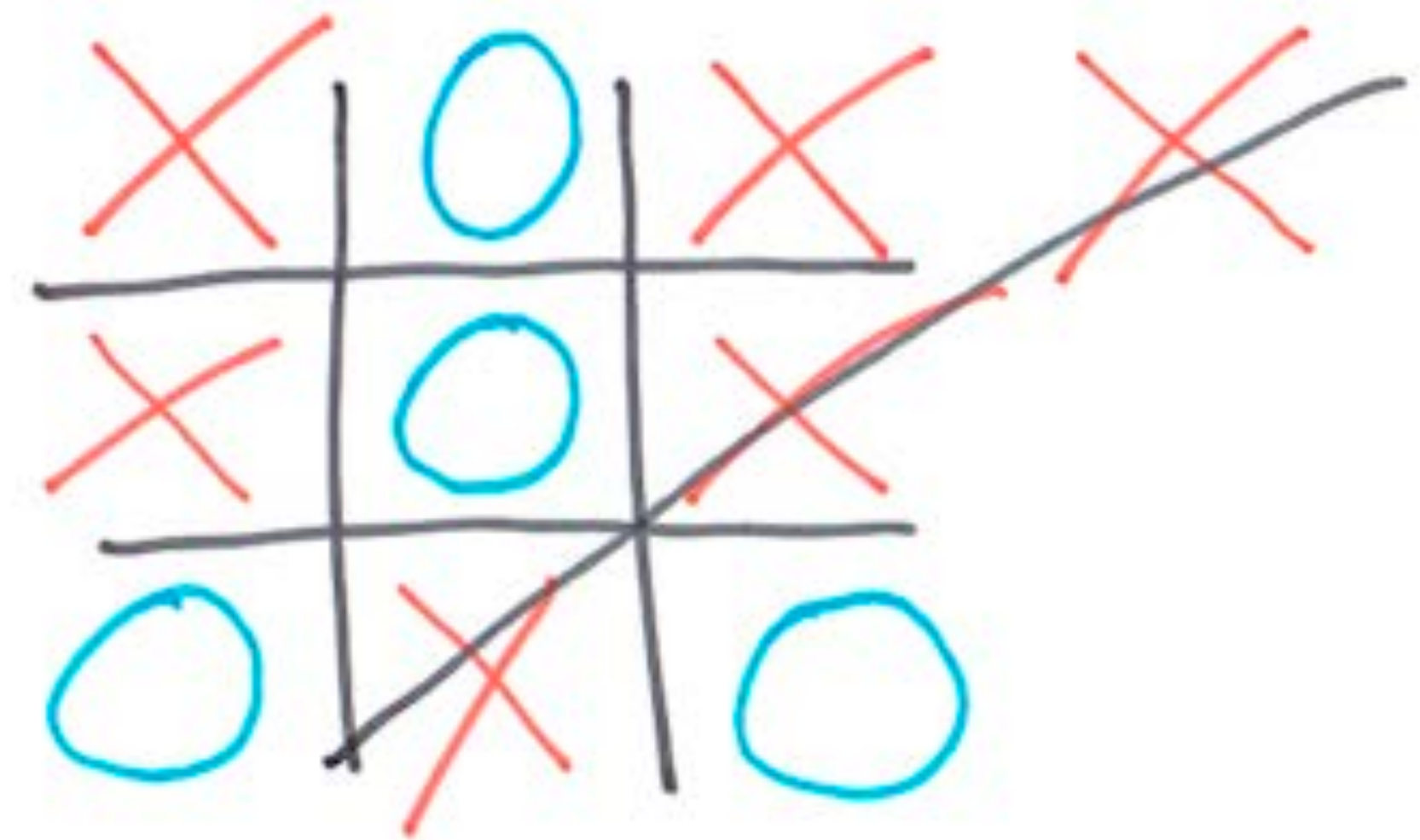


# #3 - You are Worth What it Costs to Replace You





# #4 - First Know the Rules Then Break Them!

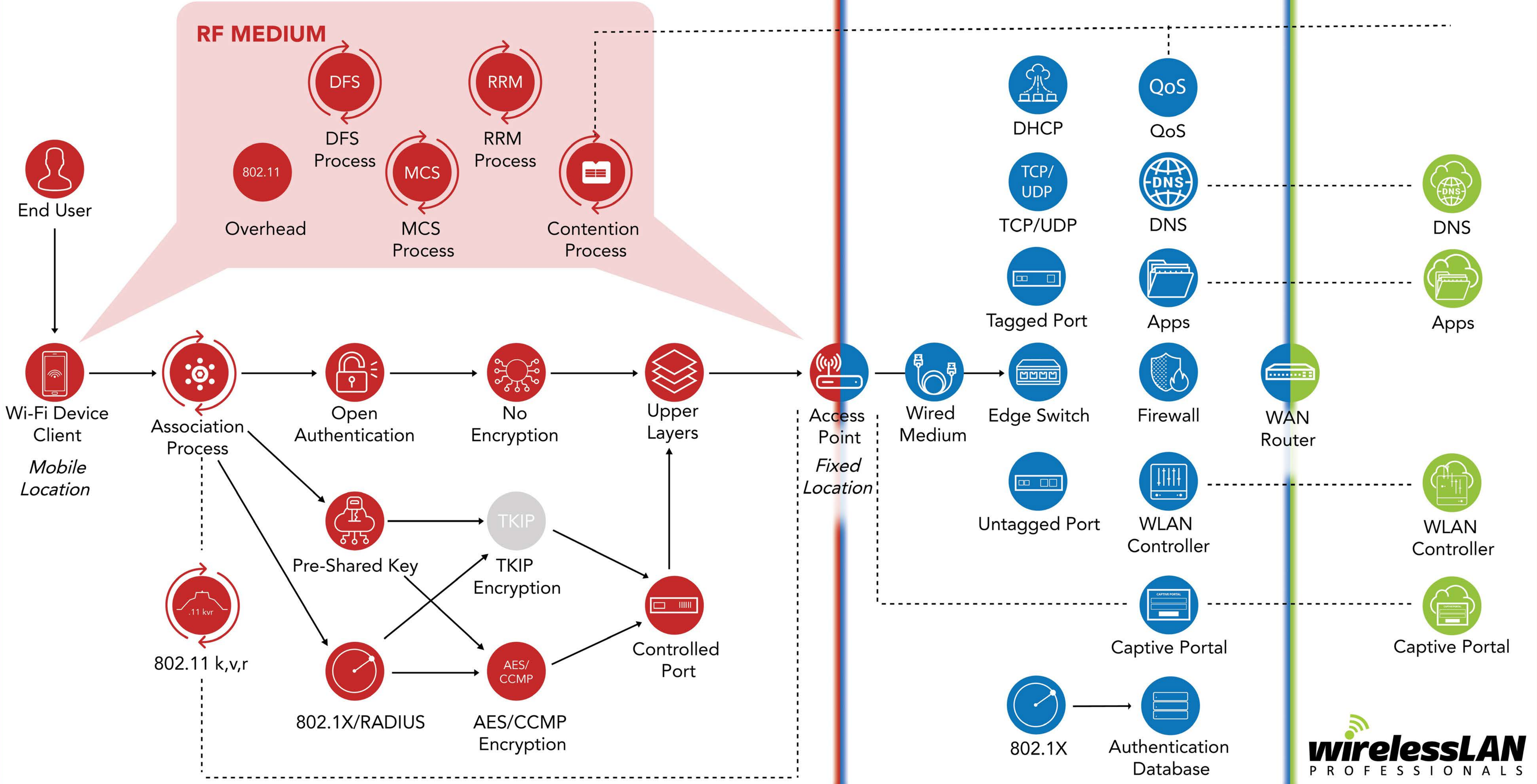




# WIRELESS

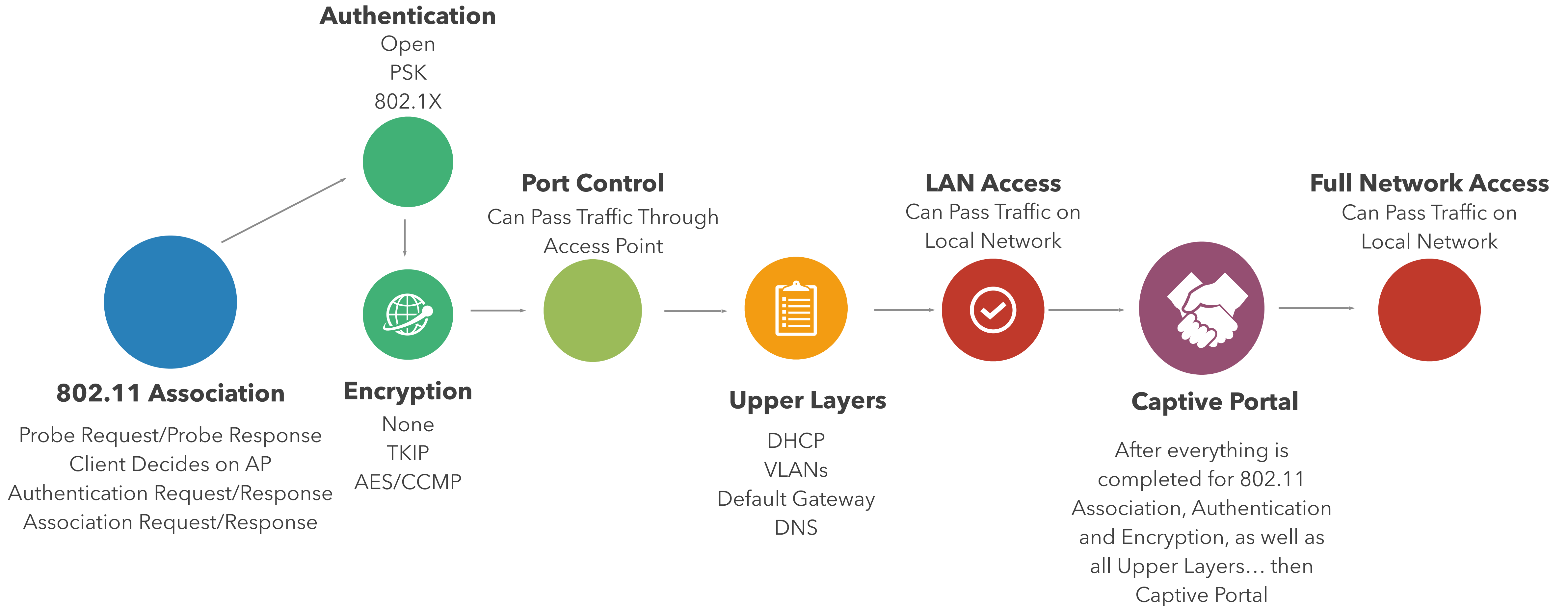
# LOCAL NETWORK

# INTERNET





# Wi-Fi Client Joining WLAN





# #5 - It is OK to Fire Customers

WE OFFER ALL THE 3 KINDS OF SERVICES

**GOOD - CHEAP - FAST**

BUT YOU CAN PICK ONLY TWO

**GOOD & CHEAP** WON'T BE **FAST**

**FAST & GOOD** WON'T BE **CHEAP**

**CHEAP & FAST** WON'T BE **GOOD**

\* CHOOSE WISELY. CHANGING YOUR MIND LATER COST YOU EXTRA.





# #6 - Build Personal Relationships





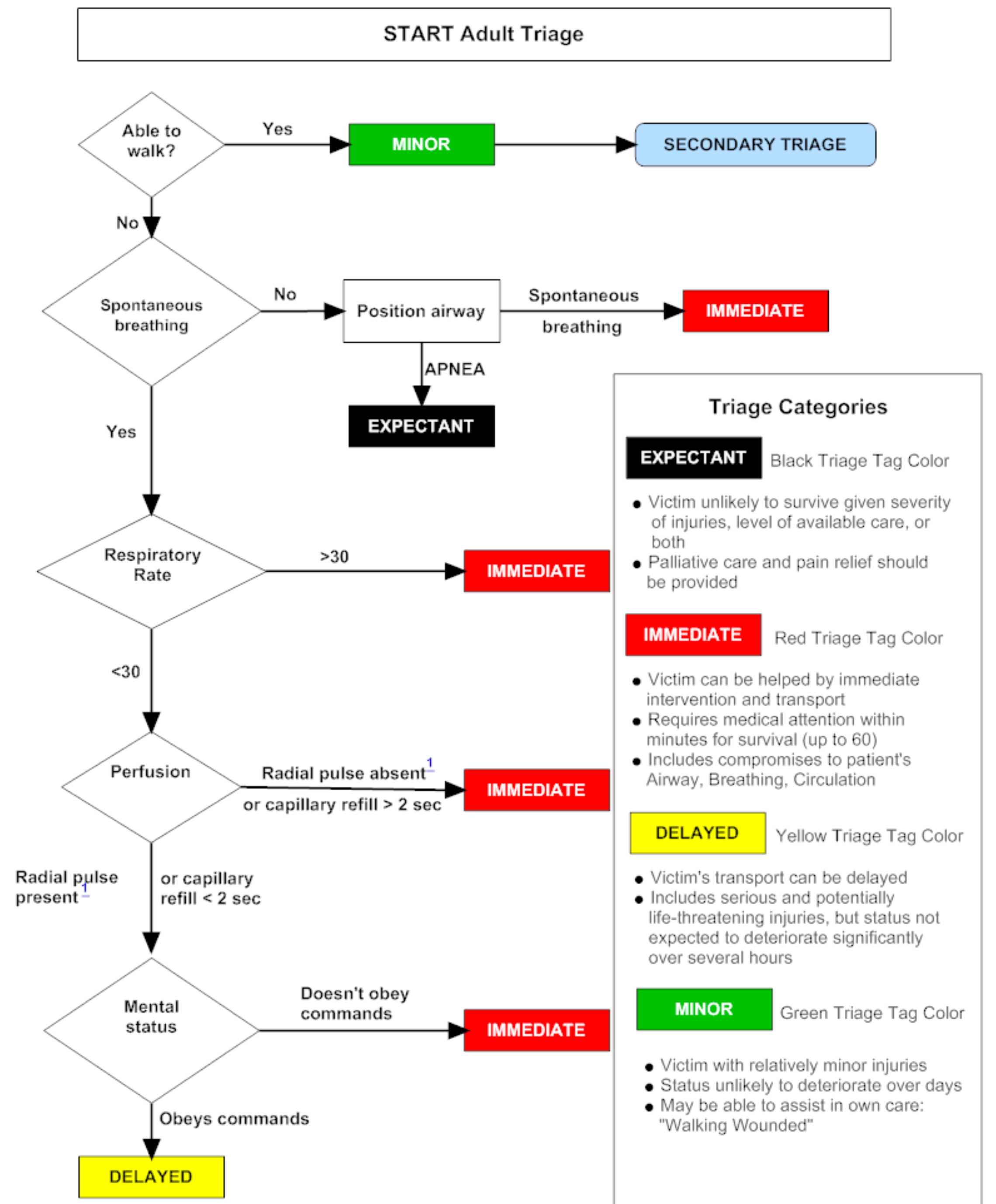
# #7 - Learn to Triage - First Things First



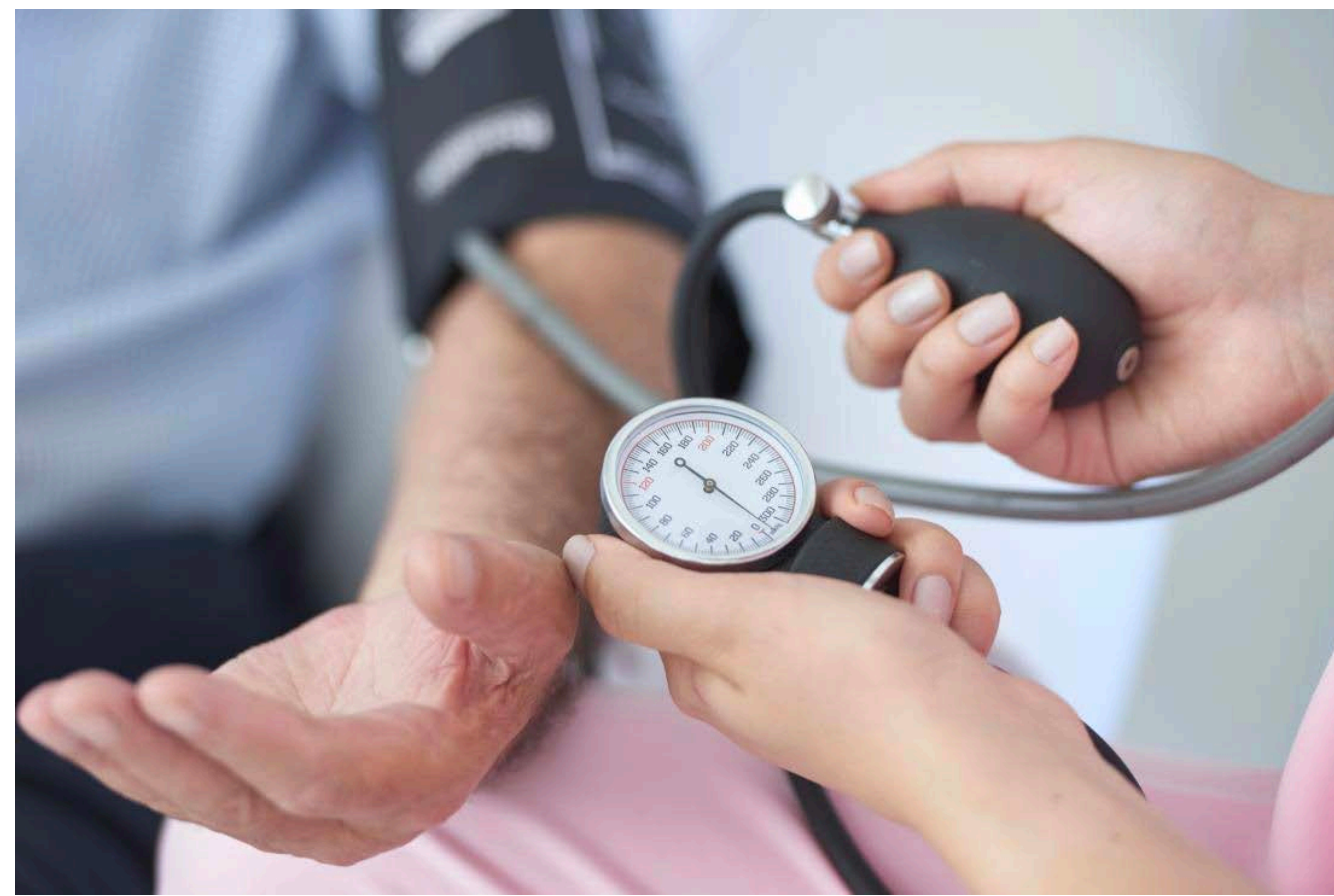
		Consequences				
		Not Significant	Minor	Moderate	Major	Severe
Likelihood	Almost Certain	Medium	High	Very High	Very High	Very High
	Likely	Medium	High	High	Very High	Very High
	Possible	Low	Medium	High	High	Very High
	Unlikely	Low	Low	Medium	Medium	High
	Rare	Low	Low	Low	Low	Medium



# Doctor's Visit / Triage



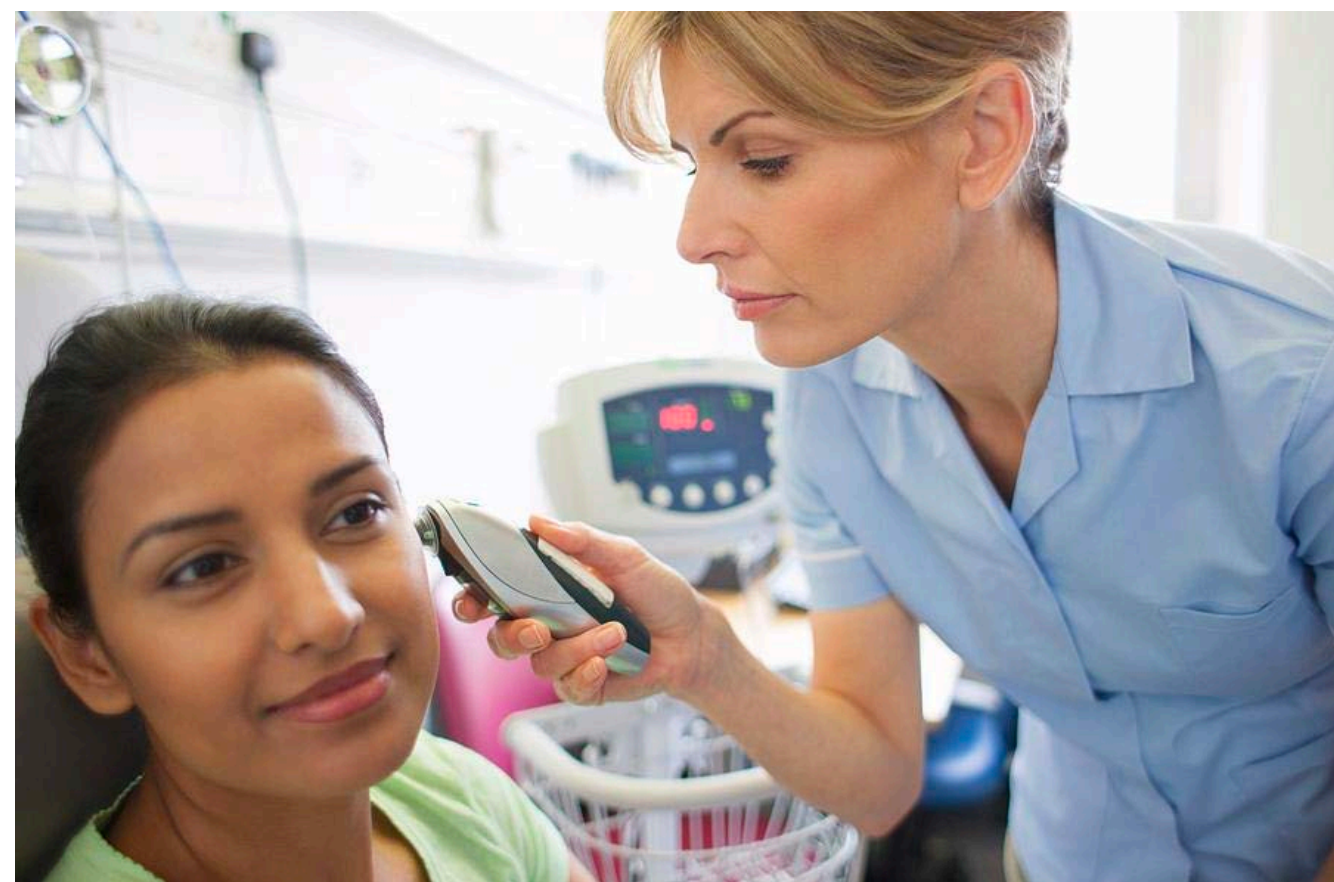




Blood Pressure - **Channel Utilization**



Pulse - **Retry Rates**



Temperature - **MCS Rates**





MCS Process

HT MCS	VHT MCS	Modulation	Coding	20MHz				40MHz				80MHz				160MHz			
				Data Rate		Min. SNR	RSSI	Data Rate		Min. SNR	RSSI	Data Rate		Min. SNR	RSSI	Data Rate		Min. SNR	RSSI
				800ns	400ns			800ns	400ns			800ns	400ns			800ns	400ns		
1 Spatial Stream																			
0	0	BPSK	1/2	6.5	7.2	2	-82	13.5	15	5	-79	29.3	32.5	8	-76	58.5	65	11	-73
1	1	QPSK	1/2	13	14.4	5	-79	27	30	8	-76	58.5	65	11	-73	117	130	14	-70
2	2	QPSK	3/4	19.5	21.7	9	-77	40.5	45	12	-74	87.8	97.5	15	-71	175.5	195	18	-68
3	3	16-QAM	1/2	26	28.9	11	-74	54	60	14	-71	117	130	17	-68	234	260	20	-65
4	4	16-QAM	3/4	39	43.3	15	-70	81	90	18	-67	175.5	195	21	-64	351	390	24	-61
5	5	64-QAM	2/3	52	57.8	18	-66	108	120	21	-63	234	260	24	-60	468	520	27	-57
6	6	64-QAM	3/4	58.5	65	20	-65	121.5	135	23	-62	263.3	292.5	26	-59	526.5	585	29	-56
7	7	64-QAM	5/6	65	72.2	25	-64	135	150	28	-61	292.5	325	31	-58	585	650	34	-55
	8	256-QAM	3/4	78	86.7	29	-59	162	180	32	-56	351	390	35	-53	702	780	38	-50
	9	256-QAM	5/6			31	-57	180	200	34	-54	390	433.3	37	-51	780	866.7	40	-48
2 Spatial Streams																			
8	0	BPSK	1/2	13	14.4	2	-82	27	30	5	-79	58.5	65	8	-76	117	130	11	-73
9	1	QPSK	1/2	26	28.9	5	-79	54	60	8	-76	117	130	11	-73	234	260	14	-70
10	2	QPSK	3/4	39	43.3	9	-77	81	90	12	-74	175.5	195	15	-71	351	390	18	-68
11	3	16-QAM	1/2	52	57.8	11	-74	108	120	14	-71	234	260	17	-68	468	520	20	-65
12	4	16-QAM	3/4	78	86.7	15	-70	162	180	18	-67	351	390	21	-64	702	780	24	-61
13	5	64-QAM	2/3	104	115.6	18	-66	216	240	21	-63	468	520	24	-60	936	1040	27	-57
14	6	64-QAM	3/4	117	130.3	20	-65	243	270	23	-62	526.5	585	26	-59	1053	1170	29	-56
15	7	64-QAM	5/6	130	144.4	25	-64	270	300	28	-61	585	650	31	-58	1170	1300	34	-55
	8	256-QAM	3/4	156	173.3	29	-59	324	360	32	-56	702	780	35	-53	1404	1560	38	-50
	9	256-QAM	5/6			31	-57	360	400	34	-54	780	866.7	37	-51	1560	1733	40	-48
3 Spatial Streams																			
16	0	BPSK	1/2	19.5	21.7	2	-82	40.5	45	5	-79	87.8	97.5	8	-76	175.5	195	11	-73
17	1	QPSK	1/2	39	43.3	5	-79	81	90	8	-76	175.5	195	11	-73	351	390	14	-70
18	2	QPSK	3/4	58.5	65	9	-77	121.5	135	12	-74	263.3	292.5	15	-71	526.5	585	18	-68
19	3	16-QAM	1/2	78	86.7	11	-74	162	180	14	-71	351	390	17	-68	702	780	20	-65
20	4	16-QAM	3/4	117	130	15	-70	243	270	18	-67	526.5	585	21	-64	1053	1170	24	-61
21	5	64-QAM	2/3	156	173.3	18	-66	324	360	21	-63	702	780	24	-60	1404	1560	27	-57
22	6	64-QAM	3/4	175.5	195	20	-65	364.5	405	23	-62			26	-59	1580	1755	29	-56
23	7	64-QAM	5/6	195	216.7	25	-64	405	450	28	-61	877.5	975	31	-58	1755	1950	34	-55
	8	256-QAM	3/4	234	260	29	-59	486	540	32	-56	1053	1170	35	-53	2106	2340	38	-50
	9	256-QAM	5/6	260	288.9	31	-57	540	600	34	-54	1170	1300	37	-51			40	-48



# #8 - Be **IN** the Arena - Engage!

IT IS NOT THE CRITIC WHO COUNTS:  
not the man who points out how THE STRONG MAN stumbles  
or where the DOER OF DEEDS could have done better.

The CREDIT belongs to THE MAN who is actually IN THE ARENA,

*whose face is marred by dust and sweat and blood,*

**WHO STRIVES VALIANTLY,**

*who errs and comes up short again and again, because*

there is NO EFFORT WITHOUT ERROR or shortcoming,

but who knows the *great enthusiasms*, the *great devotions*, who spends himself for a *worthy cause*;

who, at the best, knows in the end, the TRIUMPH of *high achievement*,

and who, at the worst, if he fails, at least he fails while **DARING GREATLY,**

so that *his place* shall NEVER be with those

**COLD** and **TIMID SOULS** who knew neither **VICTORY** nor **DEFEAT**.

THEODORE ROOSEVELT. PARIS, 1910



# How to Engage

- Send a message to a person (via Twitter, Slack, DM, LinkedIn, Blog Post comment e-mail)
- Ask a sincere technical question
- DO RESEARCH YOURSELF
- Write a blog on what you've learned
- Share your blog with the community & include person you messaged
- Rinse, Repeat



# #WiFiDesignDay

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