What Engineers Say and What People Hear
The Art of Negotiation

Why concrete, asphalt and engineers are always cheaper than lawyers
Coping with Fame and Fortune

An engineer’s guide to dealing with fan mail and the paparazzi
A Passion for Pavements

Fifty Shades of Gravel
How do you and your people make other people feel?
What you do speaks so loudly I cannot hear what you are saying

Unspoken and Unwritten Communication
I like not fair terms and a villain's mind
- William Shakespeare

Please discuss the above quote in a 2000 word essay in the context of the modern Australian legal system, particularly the presumption of innocence and the separation of powers between the police and the judiciary.
Prove that;

\[ e^{i\pi} + 1 = 0 \]
Arguing with an engineer is like wrestling with a pig in the mud, after a couple of hours you realise the pig enjoys it.
Possible Responses

You are an idiot

The total head against which the pump is operating is the sum of the vertical distance between the pump and the water level in the reservoir plus the friction loss associated with the flow in the rising main blah blah blah blah .......

You have lost me there, can you show me your reasoning?
The Perfect Storm

Standards, Codes, Policies

Statutory powers / Positional Power

Someone who is convinced they are right
Things to Keep in Mind

Every day is a school day

If you can’t explain it – you can’t explain it

Make sure, as much as possible, everyone keeps face

People never forget how you made them feel