

Stratagize Product Strategy And Product Roadmap Practices For The Digital Age

Are you planning to move from projects to products? Do you relish listening to your customers? Does the curiosity urge the creativity in you to solve real-world problems? Are you a number lover? If your reaction is yes, then it is a must-read for you. Get involve, delight, and excite about the entire journey of envisaging, creating, and managing a successful customer-oriented and value propositional product. Mastering Product Management: A Step-by-Step Guide offers practical, real-world advice on how to create and capture value as a Product Manager. It covers the full product life cycle, from idea discovery through end-of-life. Each section is scannable and concise, around two to three pages. Rather than diving deep into the theoretical background of a given area, it serves as a checklist of the key steps a Product Manager should take to complete a given task. - Source new ideas that succeed - Set a compelling product vision and strategy - Search for profitable new business models - Become a market expert - Effectively manage roadmaps - Ensure a successful product launch - Understand value and price profitability - Build and manage high-performance teams - And much more! This book is a convenient reference guide that you can use throughout your workday. It's meant for Product Managers of all levels and for anyone wishing to understand what it takes to define, develop, launch, and market new products successfully. Real-world tools to build your venture, grow your business, and avoid mistakes Startup, Scaleup, Screwup is an expert guide for emerging and established businesses to accelerate growth, facilitate scalability, and keep pace with the rapidly changing economic landscape. The contemporary marketplace is more dynamic than ever before--increased global competition, the impact of digital transformation, and disruptive innovation factors require businesses to implement agile management and business strategies to compete and thrive. This indispensable book provides business leaders and entrepreneurs the tools and guidance to meet growth and scalability challenges head on. Equal parts motivation and practical application, this book answers the questions every business leader asks from the startup ventures to established companies. Covering topics including funding options, employee hiring, product-market validation, remote team management, agile scaling, and the business lifecycle, this essential resource provides a solid approach to grow at the right pace and stay lean. This book will enable you to: Apply 42 effective tools to sustain and accelerate your business growth Avoid the mistakes and pitfalls associated with rapid business growth Organize and change your overall business model structure your business for rapid scaling and efficient management Startup, Scaleup, Screwup: 42 Tools to Accelerate Lean & Agile Business Growth is a must-read for entrepreneurs, founders, managers, and senior executives. Author Jurgen Appelo shares his wisdom on the creative economy, agile management, innovation marketing, and organizational change to provide a comprehensive guide to business growth. Practical methods and expert advice make this book an essential addition to any business professional's library. The missing manual on how to apply Lean Startup to build products that customers love The Lean Product Playbook is a practical guide to building products that customers love. Whether you work at a startup or a large, established company, we all know that building great products is hard. Most new products fail. This book helps improve your chances of building successful products through clear, step-by-step guidance and advice. The Lean Startup movement has contributed new and valuable ideas about product development and has generated lots of excitement. However, many companies have yet to successfully adopt Lean thinking. Despite their enthusiasm and familiarity with the high-level concepts, many teams run into challenges trying to adopt Lean because they feel like they lack specific guidance on what exactly they should be doing. If you are interested in Lean Startup principles and want to apply them to develop winning products, this book is for you. This book describes the Lean Product Process: a repeatable, easy-to-follow methodology for iterating your way to product-market fit. It walks you through how to: Determine your target customers Identify underserved customer needs Create a winning product strategy Decide on your Minimum Viable Product (MVP) Design your MVP prototype Test your MVP with customers Iterate rapidly to achieve product-market fit This book was written by entrepreneur and Lean product expert Dan Olsen whose experience spans product management, UX design, coding, analytics, and marketing across a variety of products. As a hands-on consultant, he refined and applied the advice in this book as he helped many companies improve their product process and build great products. His clients include Facebook, Box, Hightail, Epocrates, and Medallia. Entrepreneurs, executives, product managers, designers, developers, marketers, analysts and anyone who is passionate about building great products will find The Lean Product Playbook an indispensable, hands-on resource.

42 Tools to Accelerate Lean and Agile Business Growth

Product Strategy for High Technology Companies

The Lean Product Playbook

How to Lead in Product Management: Practices to Align Stakeholders, Guide Development Teams, and Create Value Together

A Field Guide for Rapid Experimentation

How to Think and Act Strategically to Deliver Outstanding Results

In today's lightning-fast technology world, good product management is critical to maintaining a competitive advantage. Yet, managing human beings and navigating complex product roadmaps is no easy task, and it's rare to find a product leader who can steward a digital product from concept to launch without a couple of major hiccups. Why do some product leaders succeed while others don't? This insightful book presents interviews with nearly 100 leading product managers from all over the world. Authors Richard Banfield, Martin Eriksson, and Nate Walkingshaw draw on decades of experience in product design and development to capture the approaches, styles, insights, and techniques of successful product managers. If you want to understand what drives good product leaders, this book is an irreplaceable resource. In three parts, Product Leadership helps you explore: Themes and patterns of successful teams and their leaders, and ways to attain those characteristics Best approaches for guiding your product team through the startup, emerging, and enterprise stages of a company's evolution Strategies and tactics for working with customers, agencies, partners, and external stakeholders

The First Guide to Scrum-Based Agile Product Management In Agile Product Management with Scrum, leading Scrum consultant Roman Pichler uses real-world examples to demonstrate how product owners can create successful products with Scrum. He describes a broad range of agile product management practices, including making agile product discovery work, taking advantage of emergent requirements, creating the minimal marketable product, leveraging early customer feedback, and working closely with the development team. Benefiting from Pichler's extensive experience, you'll learn how Scrum product ownership differs from traditional product management and how to avoid and overcome the common challenges that Scrum product owners face. Coverage includes Understanding the product owner's role: what product owners do, how they do it, and the surprising implications Envisioning the product: creating a compelling product vision to galvanize and guide the team and stakeholders Grooming the product backlog: managing the product backlog effectively even for the most complex products Planning the release: bringing clarity to scheduling, budgeting, and functionality decisions Collaborating in sprint meetings: understanding the product owner's role in sprint meetings, including the dos and don'ts Transitioning into product ownership: succeeding as a product owner and establishing the role in the enterprise This book is an indispensable resource for anyone who works as a product owner, or expects to do so, as well as executives and coaches interested in establishing agile product management.

Conventional wisdom today says that to survive, companies must move beyond incremental, sustaining innovation and invest in some form of radical innovation. "Disrupt yourself or be disrupted!" is the relentless message company leaders hear. The Power of Little Ideas argues there's a "third way" that is neither sustaining nor disruptive. This low-risk, high-reward strategy is an approach to innovation that all company leaders should understand so that they recognize it when their competitors practice it, and apply it when it will give them a competitive advantage. This distinctive approach has three key elements. It consists of creating a family of complementary innovations around a product or service, all of which work together to make that product more appealing and competitive. The complementary innovations work together as a system to carry out a single strategy or purpose. Crucially, unlike disruptive or radical innovation, innovating around a key product does not change the central product in any fundamental way. In this powerful, practical book, Wharton professor David Robertson illustrates how many well-known companies, including CarMax, GoPro, LEGO, Gatorade, Disney, USAA, Novo Nordisk, and many others, used this approach to stave off competitive threats and achieve great success. He outlines the organizational practices that unintentionally torpedo this approach to innovation in many companies and shows how organizations can overcome those challenges. Aimed at leaders seeking strategies for sustained innovation, and at the quickly growing numbers of managers involved with creating new products, The Power of Little Ideas provides a logical, organic, and enduring third way to innovate.

This book will help you become a better product leader. Benefiting from Roman Pichler's extensive experience, you will learn how to align stakeholders and guide development teams even in challenging circumstances, avoid common leadership mistakes, and grow as a leader. Written in an engaging and easily accessible style, How to Lead in Product Management offers a wealth of practical tips and strategies. Through helpful examples, the book illustrates how you can directly apply the techniques to your work. Coverage includes: * Choosing the right leadership style * Cultivating empathy, building trust, and influencing others * Increasing your authority and empowering others * Directing stakeholders and development teams through common goals * Making decisions that people will support and follow through * Successfully resolving disputes and conflicts even with senior stakeholders * Listening deeply to discover and address hidden needs and interests * Practising mindfulness and embracing a growth mindset to develop as a leader Praise for How to Lead in Product Management: "Roman has done it again, delivering a practical book for the product management community that appeals to both heart and mind. How to Lead in Product Management is packed with concise, detailed advice that addresses the deeper, personal aspects of the product leadership. Roman's book shares wisdom on topics including goals, healthy interactions with stakeholders, handling conflict, effective conversations, decision-making, having a growth mindset, and self-care. It is a must read for both new and experienced product people." --Ellen Gottschieder, Product Coach at EBG Consulting "Being a great product manager is tough. It requires domain knowledge, industry knowledge, technical skills, but also the skills to lead and inspire a team. Roman Pichler's "How to Lead in Product Management" is the best book I've read for equipping product managers to lead their teams." --Mike Cohn, Author of Succeeding with Agile, Agile Estimating and Planning, and User Stories Applied "This is the book that has been missing for product people. Roman has created another masterpiece, a fast read with lots of value. It's a must read for every aspiring product manager." --Magnus Billgren, CEO of Tolpagoim Product Management "How Lead in Product Management is for everyone who manages a product or drives important business decisions. Roman lays out the key challenges of product leadership and shows us ways of thoughtfully working with team members, stakeholders, partners, and the inevitable conflicts." --Rich Mironov, CEO of Mironov Consulting and "Smokejumper" Head of Product

Product Mastery

INSPIRED

The Strategy Book ePub eBook

The Ultimate Guide That Creates Real Value

The Four Steps to the Epiphany

The Ultimate Handbook for Product Managers

A Handbook for Visionaries, Game Changers, and Challengers

In the digital economy, businesses need to adapt quickly to satisfy customers' constant demands for new and updated products. But too many organizations are held back by antiquated IT mindsets that separate developmental groups from the rest of the team. To stay ahead of the competition, you need to embrace enterprise-wide thinking that gets everyone—from engineering to the C-suite—on the same page and speaking the same language. The Product Mindset approaches product development from a bold, new direction, based on a shared internal outlook that drives focus, speed, experimentation, and innovation from a wide variety of stakeholders. David DeWolf and Jessica Hall provide you with all the tools you'll need to revitalize your company's methodologies, reframe its culture, and help your company thrive in the digital marketplace. If your business is shackled to an IT mindset, break free from the past and discover the fast track to future success.

Business Model Generation is a handbook for visionaries, game changers, and challengers striving to defy outmoded business models and design tomorrow's enterprises. If your organization needs to adapt to harsh new realities, but you don't yet have a strategy that will get you out in front of your competitors, you need Business Model Generation. Co-created by 470 "Business Model Canvas" practitioners from 45 countries, the book features a beautiful, highly visual, 4-color design that takes powerful strategic ideas and tools, and makes them easy to implement in your organization. It explains the most common Business Model patterns, based on concepts from leading business thinkers, and helps you reinterpret them for your own context. You will learn how to systematically understand, design, and implement a game-changing business model—or analyze and renovate an old one. Along the way, you'll understand at a much deeper level your customers, distribution channels, partners, revenue streams, costs, and your core value proposition. Business Model Generation features practical innovation techniques used today by leading consultants and companies worldwide, including 3M, Ericsson, Caggemini, Deloitte, and others. Designed for doers, it is for those ready to abandon outmoded thinking and embrace new models of value creation: for executives, consultants, entrepreneurs, and leaders of all organizations. If you're ready to change the rules, you belong to "the business model generation!"

Thinking strategically is what separates managers and leaders. Learn the fundamentals about how to create winning strategy and lead your team to deliver it. From understanding what strategy can do for you, through to creating a strategy and engaging others with strategy, this book offers practical guidance and expert tips. It is peppered with punchy, memorable examples from real leaders winning (and losing) with real world strategies. It can be read as a whole or you can dip into the easy-to-read, bite-size sections as and when you need to deal with a particular issue. The structure has been specially designed to make sections quick and easy to use - you'll find yourself referring back to them again and again.

Agile Estimating and Planning is the definitive, practical guide to estimating and planning agile projects. In this book, Agile Alliance cofounder Mike Cohn discusses the philosophy of agile estimating and planning and shows you exactly how to get the job done, with real-world examples and case studies. Concepts are clearly illustrated and readers are guided, step by step, toward how to answer the following questions: What will we build? How big will it be? When must it be done? How much can I really complete by then? You will first learn what makes a good plan—and then what makes it agile. Using the techniques in Agile Estimating and Planning , you can stay agile from start to finish, saving time, conserving resources, and accomplishing more. Highlights include: Why conventional prescriptive planning fails and why agile planning works How to estimate feature size using story points and ideal days—and when to use each How and when to re-estimate How to prioritize features using both financial and nonfinancial approaches How to split large features into smaller, more manageable ones How to plan iterations and predict your team's final state of progress How to select the right projects that take into account high uncertainty or schedule-related risk How to estimate projects that will be worked on by multiple teams Agile Estimating and Planning supports any agile, semiaffile, or iterative process, including Scrum, XP, Feature-Driven Development, Crystal, Adaptive Software Development, DSDM, Unified Process, and many more. It will be an indispensable resource for every development manager, team leader, and team member.

How to Innovate with Minimum Viable Products and Rapid Customer Feedback

Product Direction

A Low-Risk, High-Reward Approach to Innovation

The Power of Little Ideas

Product Leadership

How to Succeed in School Without Spending All Your Time Studying; A Guide for Kids and Teens

The Product Mindset

A surprisingly simple way for students to master any subject—based on one of the world's most popular online courses and the bestselling book A Mind for Numbers A Mind for Numbers and its wildly popular online companion course "Learning How to Learn" have empowered more than two million learners of all ages from around the world to master subjects that they once struggled with. Fans often wish they'd discovered these learning strategies earlier and ask how they can help their kids master these skills as well. Now in this new book for kids and teens, the authors reveal how to make the most of time spent studying. We all have the tools to learn what might not seem to come naturally to us at first—the secret is to understand how the brain works so we can unlock its power. This book explains - Why sometimes letting your mind wander is an important part of the learning process - How to avoid "ruth think" in order to think outside the box - Why having a poor memory can be a good thing - The value of metaphors in developing understanding - A simple, yet powerful, way to stop procrastinating Filled with illustrations, application questions, and exercises, this book makes learning easy and fun.

The managed flow of goods and information from raw material to final sale also known as a "supply chain" affects everything—from the U.S. gross domestic product to where you can buy your jeans. The nature of a company's supply chain has a significant effect on its success or failure—as in the success of Dell Computer's make-to-order system and the failure of General Motors' vertical integration during the 1998 United Auto Workers strike. Supply Chain Integration looks at this crucial component of business at a time when product design, manufacture, and delivery are changing radically and globally. This book explores the benefits of continuously improving the relationship between the firm, its suppliers, and its customers to ensure the highest added value. This book identifies the state-of-the-art developments that contribute to the success of vertical tiers of suppliers and relates these developments to the capabilities that small and medium-sized manufacturers must have to be viable participants in this system. Strategies for attaining these capabilities through manufacturing extension centers and other technical assistance providers at the national, state, and local level are suggested. This book identifies action steps for small and medium-sized manufacturers—the "seed corn" of business start-up and development—to improve supply chain management. The book examines supply chain models from consultant firms, universities, manufacturers, and associations. Topics include the roles of suppliers and other supply chain participants, the rise of outsourcing, the importance of information management, the natural tension between buyer and seller, sources of assistance to small and medium-sized firms, and a host of other issues. Supply Chain Integration will be of interest to industry policymakers, economists, researchers, business leaders, and forward-thinking executives.

User experience (UX) strategy requires a careful blend of business strategy, and UX design, but until now, there hasn't been an easy-to-apply framework for executing it. This hands-on guide introduces lightweight strategy tools and techniques to help you and your team craft innovative multi-device products that people want to use. Whether you're an entrepreneur, UX/UI designer, product manager, or a business analyst, this book will help you understand the right way to think about user experience, historical context, and real-world examples throughout, you'll also gain different perspectives on the subject through interviews with top strategists. Define and validate your target users through provisional personas and customer discovery techniques Conduct competitive research and analysis to explore a crowded marketplace or an opportunity to create unique value Focus your team on the primary utility and business model of your product by running structured experiments using prototypes Devise UX funnels that increase customer engagement by mapping desired user actions to meaningful metrics As organizations increasingly recognize the centrality of design to strategy, designers have an opportunity to shape decisions at the highest level, moving beyond low-level UI/UX decisions to product vision and strategy. In The Designer's Guide to Product Vision , pioneering product design visionary Laura Fish helps you level up your skills and become a modern design leader. Fish shows how to make the hard-won transformation to strategic designer, and harness your new power by championing product visions that make a powerful difference. You'll learn how to: Lead digital product journeys in an agile world, using product vision as a strategic compass that keeps everyone aligned in the face of change Bind your product to purposeful direction: delivering the best experience that solves user problems through the lens of business objectives Master the exceptional business communication skills you need to command business endeavors based on product or service vision Secure dedicated resources, assemble your team, and captain your visioneering expedition to success Fish provides practical tools that help you apply her strategies, including product vision proposal document deliverables, storytelling arc templates, vision solution story templates, and more. With her guidance and resources, you can leave pixel-pushing behind -- and change your world.

The Designer's Guide to Product Vision

Business Model Generation

The Professional Product Owner

The Difference and Why It Matters

Agile Estimating and Planning

The Game-Changer

***2nd Edition** Building Digital Products has been completely refreshed with new stories, new lessons/activities, and more! Building Digital Products is designed for the new Product Manager who feels in way over their head, the experienced Product Manager looking to step up his or her game, and the expert Product Manager who understands that there is always more to learn. Building Digital Products maps the full development cycle from problem identification to selling your solution to understanding the right data to track. Additionally, the book includes supplemental sections on the top 100 tools for the Product Owner, an "Agile Urban Dictionary", and a case study on a real digital product build. Step out of your comfort zone and into the world of the Product Manager with Building Digital Products.*

A good product roadmap is one of the most important and influential documents an organization can develop, publish, and continuously update. In fact, this one document can steer an entire organization when it comes to delivering on company strategy. This practical guide teaches you how to create an effective product roadmap to align stakeholders and prioritize ideas and requests. With it, you'll learn to communicate how your products will make your customers and organization successful. Whether you're a product manager, business analyst, program manager, project manager, scrum master, lead developer, designer, development manager, entrepreneur, or business owner, this book will show you how to: Articulate an inspiring vision and goals for your product Prioritize ruthlessly and scientifically Protect against pursuing seemingly good ideas without evaluation and prioritization Ensure alignment with stakeholders Inspire loyalty and over-delivery from your team Get your sales team working with you instead of against you Bring a user and buyer-centric approach to planning and decision-making Anticipate opportunities and stay ahead of the game Publish a comprehensive roadmap without overcommitting Product management has become a critical connective role for modern organizations, from small technology startups to global corporate enterprises. And yet the day-to-day work of product management remains largely misunderstood. In theory, product management is about building products that people love. The real-world practice of product management is often about difficult conversations, practical compromises, and hard-won incremental gains. In this book, author Matt LeMay focuses on the CORE connective skills—communication, organization, research, execution—that can build a successful product management practice across industries, organizations, teams, and toolsets. For current and would-be product managers, this book explores: Real-world tactics for facilitating collaboration and communication How to talk to users and work with executives The importance of setting clear and actionable goals Using roadmaps to connect and align your team A library of specific techniques and practices for transforming your product management career. What People Are Saying "Nuggets of product management wisdom and ideas you'll want to hang on your monitor. The book is like having a conversation with a mentor." (Ken Hanson, Growth Product Manager) "Nobody asked you to show up." Every experienced product manager has heard some version of those words at some point in their career. Think about a company. Engineers build the product. Designers make sure it has a great user experience and looks good. Marketing makes sure customers know about the product. Sales get potential customers to open their wallets to buy the product. What more does a company need? What does a product manager do? Based upon Product School's curriculum, which has helped thousands of students become great product managers, The Product Book answers that question. Filled with practical advice, best practices, and expert tips, this book is here to help you succeed!

Product-Led Growth

Succeed in the Digital Economy by Changing the Way Your Organization Thinks

Software Product Management Essentials

Building Digital Products (2nd Edition)

Creating Products that Customers Love (Adobe Reader)

How to Devise Innovative Digital Products that People Want

From Good to Great Product Ownership

Create a winning game plan for your digital products with Stratagize: Product Strategy and Product Roadmap Practices for the Digital Age. Using a wide range of proven techniques and tools, author Roman Pichler explains how to create effective strategies and actionable roadmaps to help you maximize your chances of creating successful products. Written in an engaging and easily accessible style, How to Lead in Product Management offers a wealth of practical tips and strategies. Through helpful examples, the book illustrates how you can directly apply the techniques to your work. Coverage includes: * Choosing the right leadership style * Cultivating empathy, building trust, and influencing others * Increasing your authority and empowering others * Directing stakeholders and development teams through common goals * Making decisions that people will support and follow through * Successfully resolving disputes and conflicts even with senior stakeholders * Listening deeply to discover and address hidden needs and interests * Practising mindfulness and embracing a growth mindset to develop as a leader Praise for How to Lead in Product Management: "Roman has done it again, delivering a practical book for the product management community that appeals to both heart and mind. How to Lead in Product Management is packed with concise, detailed advice that addresses the deeper, personal aspects of the product leadership. Roman's book shares wisdom on topics including goals, healthy interactions with stakeholders, handling conflict, effective conversations, decision-making, having a growth mindset, and self-care. It is a must read for both new and experienced product people." --Ellen Gottschieder, Product Coach at EBG Consulting "Being a great product manager is tough. It requires domain knowledge, industry knowledge, technical skills, but also the skills to lead and inspire a team. Roman Pichler's "How to Lead in Product Management" is the best book I've read for equipping product managers to lead their teams." --Mike Cohn, Author of Succeeding with Agile, Agile Estimating and Planning, and User Stories Applied

Can your software sell itself? Convection and the trillion-dollar sales industry claim that it's impossible for your product to sell itself. Yet successful software businesses like Slack, Dropbox, Atlassian, and HubSpot make millions selling to customers who never once reached out to a sales rep. In Product-Led Growth: How to Build a Product That Sells Itself, growth co-marketing and sales playbooks and introduces a completely new way to sell products. Bush reveals how your product--not expensive sales teams--can be the main vehicle to acquire, convert, and retain customers. In this step-by-step guide to Product-Led Growth, Bush explains: Why you should fill the traditional sales process on its head and turn your product into a free trial, freemium, or hybrid model: How to turn free users into happy, paying customers. History tells us that "how" you sell is just as important as "what" you sell. BookBuster couldn't compete with Netflix by selling the same digital content, and you need to decide "when" not "if" you'll innovate on the way you sell. Are you going to be product-led? Or will you? How do you identify, select and define the right Product Strategy? How do you connect it to execution and align the entire company towards the same goals?Making great products is hard. Interdisciplinary teams must discover and deliver the right solutions to delight customers while creating a sustainable business model. But that is not enough to succeed. Product problems and opportunities most crucial to delight customers while creating a sustainable business. They must also align teams toward them. But how?How do you come up with the right insights and select the most promising opportunities?How does a successful product strategy look? Who has to define it?How do you focus product teams and the entire organization to solve these problems, based on artifacts, risks, and best practices, to define, link, and communicate your product strategy, strategic roadmap, and objectives. These tools will help you? Multiply your results, with increased team alignment and autonomy? Align everyone on the right opportunities, and ignore other distractions.

Achieving sustainable, profitable growth. This approach gives structure to strategy while promoting lasting change. Examples from Strategy&X's hundreds of clients illustrate successful transformation on the ground, and illuminate how senior and middle managers are able to take ownership and even thrive during difficult periods of transition. Throughout, the Fit for Growth framework helps performance while enabling fundamental change. Strategy&X has helped major clients around the globe achieve significant and sustained results with its research-backed approach to restructuring and cost reduction. This book provides practical guidance for leveraging that expertise to make the choices that allow companies to: Achieve growth while reducing costs Lasting competitive advantage Deliver reliable, high-value performance Sustainable success is founded on efficiency and high performance. Companies are always looking to do more with less, but their efforts often work against them in the long run. Total business transformation requires total buy-in, and it entails a series of decisions that must not be made lightly. A practical framework for growth-oriented change, with expert guidance on getting it right. *Fit for Growth is a registered service mark of PwC Strategy&X Inc. in the United States

How Top Product Managers Launch Awesome Products and Build Successful Teams

Successful Strategies for Products that Win

Testing Business Ideas

How to Set Direction while Embracing Uncertainty

Mastering Product Management: A Step-By-Step Guide

Surviving Supply Chain Integration

Learning How to Learn

A practical guide to effective business model testing 7 out of 10 new products fail to deliver on expectations. Testing Business Ideas aims to reverse that statistic. In the tradition of Alex Osterwalder's global bestseller Business Model Generation, this practical guide contains a library of hands-on techniques for rapidly testing new business ideas. Testing Business Ideas explains how systematically testing business ideas dramatically reduces the risk and increases the likelihood of success for any new venture or business project. It builds on the internationally popular Business Model Canvas and Value Proposition Canvas by integrating Assumptions Mapping and other powerful lean startup-style experiments. Testing Business Ideas uses an engaging 4-color format to: Increase the success of any venture and decrease the risk of wasting time, money, and resources on bad ideas Close the knowledge gap between strategy and experimentation/validation Identify and test your key business assumptions with the Business Model Canvas and Value Proposition Canvas A definitive field guide to business model testing, this book features practical tips for making major decisions that are not based on intuition and guesses. Testing Business Ideas shows leaders how to encourage an experimentation mindset within their organization and make experimentation a continuous, repeatable process.

Why do some innovation projects succeed where others fail? The book reveals the business implications of Jobs Theory and explains how to put Jobs Theory into practice using Outcome-Driven Innovation.

Why do companies so often fail to give customers what they want? "Customers Included" provides a roadmap for any executive or entrepreneur who wants to create better products and services. Using real-world case studies—from Apple, Google, Netflix, and Walmart to an African hand pump, and the B-17 bomber-the book clearly explains why including the customer is an essential ingredient of success for any team, company, or organization. Mark Hurst, a pioneer in the field of customer experience, provides practical tips for a strategic, customer-inclusive approach that generates results.

8 & 1/2 A.G. Laffley Has Made Procter And Gamble Great Again?Revenue Growth &Margin Expansion: Ram Charan Is The Most Influential Consultant. Alvin R. Ross &David Fortune Magazine's How To Increase And Sustain Organic Revenue And Profit Growth&Mdash;Whether You&Rsquo;Re Running An Entire Company Or In Your First Management Job. Over The Past Seven Years, Procter &Amp; Gamble Has Tripled Profits; Hugely Improved Core Revenue Growth, Cash Flow, And Operating Margins; And Significantly Boosted Dividends. How? A. G. Laffley And His Leadership Team Have Integrated Innovation Into Everything Procter &Amp; Gamble Does&Mdash;Increase New Customers And New Markets. Through Eye-Opening Stories A. G. Laffley And Ram Charan Show How P&Amp;G Wins On Customers Such As Nokia, Lego, And Ge Have Become Game-Changers. Their Inspiring Lessons Will Help You Achieve Higher Growth And Higher Margins, Tap In To Abundant Creativity Outside Your Business, Manage Risk And Integrate Innovation Into Your Decision-Making. In A World Of Unprecedented Change And Competitiveness, Innovation Is The Best&Mdash;And Arguably The Only&Mdash;Way To Win. Innovation Is Not A Separate Activity, But The Job Of Everyone In A Leadership Position And The Integral Driving Force For Any Business That Wants To Grow And Succeed. This Is A Game-Changing Book That Helps You Redefine Your Leadership.

Good Strategy, Bad Strategy

Strategies for Small Manufacturers

Jobs to Be Done

How to Build a Product That Sells Itself

Stratagize

How Effective Product Management Creates Real Value

Product Management and Strategy

The bestselling classic that launched 10,000 startups and new corporate ventures - The Four Steps to the Epiphany is one of the most influential and practical business books of all time. The Four Steps to the Epiphany launched the Lean Startup approach to new ventures. It was the first book to offer that startups are not smaller versions of large companies and that new ventures are different than existing ones. Startups search for business models while existing companies execute them. The book offers the practical and proven four-step Customer Development process for search and offers insight into what makes some startups successful and leaves others selling off their furniture. Rather than blindly execute a plan, The Four Steps helps uncover flaws in product and business plans and correct them before they become costly. Rapid iteration, customer feedback, testing your assumptions are all explained in this book. Packed with concrete examples of what to do, how to do it and when to do it, the book will leave you with new skills or organize sales, marketing and your business for success. If your organization is starting a new venture, and you're planning how to successfully overcome sales, marketing and business development you need The Four Steps to the Epiphany. Essential reading for anyone starting something new. The Four Steps to the Epiphany was originally published by K&S Ranch Publishing Inc. and is now available from Wiley. The cover, design, and content are the same as the prior release and should not be considered a new or updated product.

Scrum is the most successful framework for agile product development and much has been written about how to follow the Scrum process but the key to success lies in the leadership skills of the product owner.Product Mastery explores the traits of the best product owners offering an insight into the difference between good and great product ownership and explaining how the best product owners are DRIVEN to be successful.In a follow up to the book, you will learn 50+ examples so that you can apply the practices directly to your products. Comprehensive and insightful, the book will enable you to make the right strategic decisions in today's dynamic digital age. Praise for "Strategize": "Strategize" offers a comprehensive approach to product strategy using the latest practices geared specifically to digital products. It is an essential reading for anyone involved in an agile product development effort.Goeff Watts has been a thought leader in the agile development space for many years and his books, training and coaching have helped thousands of teams across the world deliver better products more effectively. Geoff is the author of Scrum Mastery: From Good to Great Servant-Leadership and The Coach's Casebook: Mastering The Twelve Traits That Trap Us, a winner of the 2016 International Book Awards. "Product Mastery is a great book to read if you want to understand how a great Product Owner works. Whether you are hiring a Product Owner or want to be a great Product Owner, the insights that Geoff Watts shares in this book should be your guide." --Jeff Sutherland, Co-Creator of Scrum and author of Scrum: The Art of Doing Twice The Work in Half the Time "Geoff has done a great job at distilling the soft skills product owners need to succeed. His new book is packed with practical advice to advance your skills and become a truly great product owner." Roman Pichler, Author of Stratagize and Agile Product Management with Scrum.

In an economy where efficiency and delivery are key, Software Product Management Essentials is required reading for any software product manager. This hands-on guide will help new product managers sift through the numerous tasks and responsibilities involved in this pinnacle job. The book is loaded with tips and best practices to help even experienced product managers optimize their time and effectiveness. The book focuses on the unique challenges of being a Product Manager in a small to mid-sized software company. It provides a framework for the role of the Product Manager in an environment where there are few resources available to help in tackling the many crucial tasks needed for a quality, on-time delivery of software. Whether you are already a Product Manager or pursuing a new career in product management, Software Product Management Essentials details a framework of valuable examples so that you can apply the practices directly to your products. Comprehensive and insightful, the book will enable you to make the right strategic decisions in today's dynamic digital age. Praise for "Strategize": "Strategize" offers a comprehensive approach to product strategy using the latest practices geared specifically to digital products. It is an essential reading for anyone involved in an agile product development effort.Goeff Watts has been a thought leader in the agile development space for many years and his books, training and coaching have helped thousands of teams across the world deliver better products more effectively. Geoff is the author of Scrum Mastery: From Good to Great Servant-Leadership and The Coach's Casebook: Mastering The Twelve Traits That Trap Us, a winner of the 2016 International Book Awards. "Product Mastery is a great book to read if you want to understand how a great Product Owner works. Whether you are hiring a Product Owner or want to be a great Product Owner, the insights that Geoff Watts shares in this book should be your guide." --Jeff Sutherland, Co-Creator of Scrum and author of Scrum: The Art of Doing Twice The Work in Half the Time "Geoff has done a great job at distilling the soft skills product owners need to succeed. His new book is packed with practical advice to advance your skills and become a truly great product owner." Roman Pichler, Author of Stratagize and Agile Product Management with Scrum.

"Product management isn't about you and it isn't about your product. It's about solving problems for your customers, creating a solution, and taking it to market." When I started in product management, I had a lot of questions, like "What is product management?" It's a common question still, but most people don't have a good answer. After all these years, the same questions keep coming up. I see them on forums, I hear them when I talk to new and experienced product managers, and I still do not find them being answered well or fully. So I wrote this book, with the answers to the questions I always had. You'll learn: The real reason people choose to buy a product - it's not about how "good" the product is: How to get the very best from your developers. The 5-word phrase that can accelerate sales and marketing. The best ways to talk to executives and customers about what you're building. Among other critical information, you'll find a powerful framework for thinking about product management - and even for talking to your friends about what you do. The framework provides an infrastructure for most of The Secret Product Manager Handbook. I provide a concrete and explicit explanation of why product management is so important for businesses, including a calculation of the true business value of product management. And the book is full of specific techniques and practices for transforming your product management career. What People Are Saying "Nuggets of product management wisdom and ideas you'll want to hang on your monitor. The book is like having a conversation with a mentor." (Ken Hanson, Growth Product Manager) "The summary of product management - identify market problems, guide the creation of solutions, and take the solutions to market - is powerful. As a former engineer, it's especially important to be reminded of the third point!" (Frank Lica, Product Manager) "The intro is one of the clearest and smartest explanations of the value a product manager should bring to the table I've ever read." (Laca Candela, VP of Product Management)

How to Transform Products, Companies, and the World - With a Single Step (Second Edition)

A Real-World Guide to the Key Connective Role of the 21st Century

A Guide to Designing Products for Startups

Hacking Product Design

A Practical Guide for Small and Mid-sized Companies

Fit for Growth

Agile Product Management with Scrum

Understand how designing a technology product in a startup environment is markedly different from product design at established companies. This book teaches product designers how to think and frame problems in the dynamic context of startups. You will discover how to enhance your soft skills that are often not taught, but are crucial to your success. In the emerging field of design for technology products, there are many books and resources covering the hard skills—such as visual design, interface design, prototyping, and motion design. These skills are necessary to design work; however, without an understanding of the true potential of design and the skills required to unleash that potential in a startup setting, the impact of design may remain at a production level and not reach a position where it can positively impact product strategy and the business bottom line. Hacking Product Design addresses that gap in knowledge. What You'll Learn Gain foundational knowledge: Know what startups are, the mindset designers should have when working in startups, and how to solve problems Generate product ideas, collaborate with others, and prioritize what to do to maximize the potential of those ideas Discover how to be successful in designing great products—know what to focus on and the principles to follow Who This Book Is For Those interested in becoming product designers in startups, including design students, junior designers, front-end engineers, and graphic and web designers who want to transition to designing technology products

To stay competitive in today's market, organizations need to adopt a culture of customer-centric practices that focus on outcomes rather than outputs. Companies that live and die by outputs often fall into the "build trap," cranking out features to meet their schedule rather than the customer's needs. In this book, Melissa Perri explains how laying the foundation for great product management can help companies solve real customer problems while achieving business goals. By understanding how to communicate and collaborate within a company structure, you can create a product culture that benefits both the business and the customer. You'll learn product management principles that can be applied to any organization, big or small. In five parts, this book explores: Why organizations ship features rather than cultivate the value those features represent How to set up a product organization that scales How product strategy connects a company's vision and economic outcomes back to the product activities How to identify and pursue the right opportunities for producing value through an iterative product framework How to build a culture focused on successful outcomes over outputs

How do today's most successful tech companies—Amazon, Google, Facebook, Netflix, Tesla—design, develop, and deploy the products that have earned the love of literally billions of people around the world? Perhaps surprisingly, they do it very differently than the vast majority of tech companies. In INSPIRED, technology product management thought leader Marty Cagan provides readers with a master class in how to structure and staff a vibrant and successful product organization, and how to discover and

and the men and women behind every great product.

The Professional Product Owner's Guide to Maximizing Value with Scrum "This book presents a method of communicating our desires, cogently, coherently, and with a minimum of fuss and bother." —Ken Schwaber, Chairman & Founder, Scrum.org The role of the Product Owner is more crucial than ever. But it's about much more than mechanics: it's about taking accountability and refocusing on value as the primary objective of all you do. In The Professional Product Owner, two leading experts in successful Scrum product ownership show exactly how to do this. You'll learn how to identify where value can be found, measure it, and maximize it throughout your entire product lifecycle. Drawing on their combined 40+ years of experience in using agile and Scrum in product management, Don McGreal and Ralph Jocham guide you through all facets of envisioning, emerging, and maturing a product using the Scrum framework. McGreal and Jocham discuss strategy, showing how to connect Vision, Value, and Validation in ROI-focused agile product management. They lay out Scrum best-practices for managing complexity and continuously delivering value, and they define the concrete practices and tools you can use to manage Product Backlogs and release plans, all with the goal of making you a more successful Product Owner. Throughout, the authors share revealing personal experiences that illuminate obstacles to success and show how they can be overcome. Define success from the "outside in," using external customer-driven measurements to guide development and maximize value Bring empowerment and entrepreneurship to the Product Owner's role, and align everyone behind a shared business model Use Evidence-Based Management (EBMg) to invest in the right places, make smarter decisions, and reduce risk Effectively apply Scrum's Product Owner role, artifacts, and events Populate and manage Product Backlogs, and use just-in-time specifications Plan and manage releases, improve transparency, and reduce technical debt Scale your product, not your Scrum Use Scrum to inject autonomy, mastery, and purpose into your product team's work

Whatever your role in product management or agile development, this guide will help you deliver products that offer more value, more rapidly, and more often. Register your book for convenient access to downloads, updates, and/or corrections as they become available. See inside book for details.

A Guide to Strategic Cost Cutting, Restructuring, and Renewal

The Product Book: How to Become a Great Product Manager

Product Management in Practice

Startup, Scaleup, Screwup

Escaping the Build Trap

Customers Included

How to Create Tech Products Customers Love

One of the key determinants of success for today's high-technology companies is product strategy—and this guide continues to be the only book on product strategy written specifically for the 21st century high-tech industry. More than 250 examples from technological leaders including IBM, Compaq, and Apple—plus a new focus on growth strategies and on Internet businesses—define how high-tech companies can use product strategy and product platform strategy for competitiveness, profitability, and growth in the Internet age.

Argues that a manager's central responsibility is to create and implement strategies, challenges popular motivational practices, and shares anecdotes discussing how to enable action-oriented plans for real-world results.

Leveraging Scrum as a Competitive Advantage

The Secret Product Manager Handbook

Product Roadmaps Relaunched

Theory to Practice

Product Strategy and Product Roadmap Practices for the Digital Age