

The Product Book: How To Become A Great Product Manager

This book will help you become a better product leader. Benefitting 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, direct, and practical 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 Gottesdiener, 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 Tolpagorni 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

Digital technology is simultaneously friend and foe: highly disruptive, yet it cannot be ignored. Companies that fail to make use of it put themselves in the line of fire for disintermediation or even eradication. But digital technology is also the biggest opportunity to reposition incumbent product-making businesses by thinking about how they conceive, make, distribute and support the next generation of goods in the marketplace. Reinventing the Product looks at the ways traditional products are transforming into smart connected products and ecosystem platforms at a rate much faster than

most organizations think. Eric Schaeffer and David Sovie show how this reinvention is made possible: by AI and digital technologies, such as IoT sensors, blockchain, advanced analytics, cloud and edge computing. They show how to deliver truly intelligent, and potentially even autonomous, products with the more personalized and compelling experiences that today's users, consumers and enterprises expect. Reinventing the Product makes a stringent case for companies to rethink their product strategy, their innovation and engineering processes, and the entire culture to build the future generations of successful 'living products'. Featuring case studies from global organizations such as Faurecia, Signify, Symmons and Haier and interviews with thought leaders and business executives from top companies including Amazon, ABB, Tesla, Samsung and Google, this book provides practical advice for product-making companies as they embark on, or accelerate, their digitization journey.

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, and demonstrates how to use the 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, product owner, 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 is one of the most in-demand jobs in today's market. But few people are formally trained for this line of work-and those who are don't find out what it really takes to succeed until they are confronted with the obstacles mentioned in this book. If you're a product manager-or would like to pivot into product whether from business, consulting, project management, or engineering-this book is for you. Here, the author gets real about the kind of person you need to be to build better products and do well in this role. You will learn: - How to get your team, leadership, and customers on board with your vision. - How to say no and push back to customers! - Deciphering smart data from the dumb so that you don't lead your product down a dark alleyway. - Navigate politics and making hard decisions but still being respected. - Plus workbook exercises to help you prepare ahead for some of the challenges on the job! - And much more... With more than 18 years of experience in product management and leadership, Vivek Bedi shares his personal (and oftentimes embarrassing) stories about falling on the job so that you don't have to make the same mistakes. His extensive work in Fortune 100 companies, startups and launching his own venture that was acquired, has helped shape

his definition of what a product manager is and the skills required to be an effective one. He is the founder of Product Immersion, full-day training workshops for product managers, and is a keynote speaker at flagship product conferences around the country. Much like a product, the author invites readers to share their lessons learned in product management to continue to iterate on and improve the book with each release.

How to Set Direction while Embracing Uncertainty

Product Roadmaps Relaunches

Project to Product

How Top Product Managers Launch Awesome Products and Build Successful Teams

How to Transform your Business and Create Value in the Digital Age

How to Build a Product That Sells Itself

Expert Product Management

The Product Book: How to Become a Great Product Manager

Product management is one of the most exhausting, exhilarating, stressful, and rewarding careers out there. It's not for the faint of heart. It's for people who want to move mountains. It swallows some whole, but others derive endless invigoration and passion from the pace and the impact and the glory and the huge potential for failure as well as success. There's no other job like it, and this is a book to help you make it your job. The role of a product manager goes by many different names — and if that's not reason enough to be confused, some companies define product manager completely differently from how it's understood elsewhere. We sometimes get stuck in our quest to define the damn thing, but in the case of product management, it's effort well spent, because it's quite the jungle out there.

*As tech giants and startups disrupt every market, those who master large-scale software delivery will define the economic landscape of the 21st century, just as the masters of mass production defined the landscape in the 20th. Unfortunately, business and technology leaders are woefully ill-equipped to solve the problems posed by digital transformation. At the current rate of disruption, half of S&P 500 companies will be replaced in the next ten years. A new approach is needed. In *Project to Product*, Value Stream Network pioneer and technology business leader Dr. Mik Kersten introduces the Flow Framework—a new way of seeing, measuring, and managing software delivery. The Flow Framework will enable your company's evolution from project-oriented dinosaur to product-centric innovator that thrives in the Age of Software. If you're driving your organization's transformation at any level, this is the book for you.*

*Your one-stop guide to becoming a product management prodigy Product management plays a pivotal role in organizations. In fact, it's now considered the fourth most important title in corporate America—yet only a tiny fraction of product managers have been trained for this vital position. If you're one of the hundreds of thousands of people who hold this essential job—or simply aspire to break into a new role—*Product Management For Dummies* gives you the tools to increase your skill level and manage products like a pro. From defining what product management is—and isn't—to exploring the rising importance of product management in the corporate world, this friendly and accessible guide quickly gets you up to speed on everything it takes to thrive in this growing field. It offers plain-English explanations of the product life cycle, market research, competitive analysis, market and pricing strategy, product roadmaps, the people skills it takes to effectively influence and negotiate, and so much more. Create a winning strategy for your product Gather and analyze customer and market feedback Prioritize and convey requirements to engineering teams effectively Maximize revenues and profitability Product managers are responsible for so much more than meets the eye—and this friendly, authoritative guide lifts the curtain on what it takes to succeed.*

How to Land a PM Job and Launch Your Product Career

Software Product Management

Building Products for the Enterprise

The Guide to the Product Management and Marketing Body of Knowledge

How to Survive and Thrive in the Age of Digital Disruption with the Flow Framework

Drive Growth By Putting Product at the Center of Your Customer Experience

Product Management For Dummies

"If you haven't had the good fortune to be coached by a strong leader or product coach, this book can help fill that gap and set you on the path to success." - Marty Cagan How do you know that you are making a product or service that your customers want? How do you ensure that you are improving it over time? How do you guarantee that your team is creating value for your customers in a way that creates value for your business? In this book, you'll learn a structured and sustainable approach to continuous discovery that will help you answer each of these questions, giving you the confidence to act while also preparing you to be wrong. You'll learn to balance action with doubt so that you can get started without being blindsided by what you don't get right. If you want to discover products that customers love-that also deliver business results-this book is for you.

"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!

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

- For beginners who are new to developing products and selling them- For experienced product developers looking to remove risks and fill in knowledge gaps- For inventors with new products seeking information on validation, manufacturing and sales channels- For Amazon Sellers looking to take the next step, to introduce unique products, grow into retailers, and expand their business. Complete step-by-step instructions on how to identify unique winning products, validate customer demand, ensure profitability, design and engineer your product, identify factories, negotiate effectively, manage shipping & logistics, and generate sales across all channels from independent retailers to chains and big box

stores.

INSPIRED

Continuous API Management

A Complete Guide to Developing Great Product Managers

Advanced Techniques, Tips & Strategies for Product Management & Product Marketing

The COMPLETE BOOK of Product Design, Development, Manufacturing, and Sales

Discover Products that Create Customer Value and Business Value

The Product Manager's Survival Guide: Everything You Need to Know to Succeed as a Product Manager

Why are some products a hit while others never see the light of day? While there's no foolproof way to tell what will succeed and what won't, every product has a chance as long as it's supported by research, careful planning, and hard work. -Written by successful product manager Marc Abraham, My Product Management Toolkit is a comprehensive guide to developing a physical or digital product that consumers love. Here's a sample of what you'll find within these pages: Strategies for determining what customers want—even when they don't know themselves Clear suggestions for developing both physical and digital products Effective methods to constantly iterate a product or feature Containing wisdom from Abraham's popular blog, this book explores product management from every angle, including consumer analysis, personnel management, and product evolution. Whether you're developing a product for a small start-up or a multinational corporation, this book will prove invaluable.

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 deliver technology products that your customers will love—and that will work for your business. With sections on assembling the right people and skillsets, discovering the right product, embracing an effective yet lightweight process, and creating a strong product culture, readers can take the information they learn and immediately leverage it within their own organizations—dramatically improving their own product efforts. Whether you're an early stage startup working to get to product/market fit, or a growth-stage company working to scale your product organization, or a large, long-established company trying to regain your ability to consistently deliver new value for your customers, *INSPIRED* will take you and your product organization to a new level of customer engagement, consistent innovation, and business success. Filled with the author's own personal stories—and profiles of some of today's most-successful product managers and technology-powered product companies, including Adobe, Apple, BBC, Google, Microsoft, and Netflix—*INSPIRED* will show you how to turn up the dial of your own product efforts, creating technology products your customers love. The first edition of *INSPIRED*, published ten years ago, established itself as the primary reference for

technology product managers, and can be found on the shelves of nearly every successful technology product company worldwide. This thoroughly updated second edition shares the same objective of being the most valuable resource for technology product managers, yet it is completely new—sharing the latest practices and techniques of today’s most-successful tech product companies, and the men and women behind every great product.

FORGE A POWERFUL STRATEGY TO BECOME A PRODUCT MANAGER WHO DELIVERS RESULTS The world of business is moving at breakneck speed. More is being demanded of everyone--with fewer resources than ever. In no profession is this more apparent than Product Management. Written by one of today's leading Product Management thought-leaders, Steven Haines, *The Product Manager's Survival Guide* provides best practices, practical on-the-job advice, and a step-by-step blueprint for succeeding in Product Management. Whatever your level of experience--whether you're a novice product manager or seasoned Product Management leader--you'll find everything you need to make consistent positive impacts on your business. With this practical guide in your hands, you have the most powerful tool available for increasing your productivity quickly and dramatically--in a way that is noticeable and measurable. *The Product Manager's Survival Guide* is conveniently organized into four sections: I. Getting Your Bearings: Map out your plan to begin the journey to success II. Learning the Product's Business: Go beyond features and functions to become the product expert, customer advocate, and domain expert III. Getting Work Done: Synchronize and orchestrate the work of others to help everyone maintain focus on company goals IV. Moving Forward: Round out your experience to take the next critical steps in your Product Management career The only way to excel as a product manager is to develop a strategy for the long run. Start formulating one now and you will be well ahead of your competition--internally and externally. *The Product Manager's Survival Guide* gives you the tools and insight you need to start putting the pieces in place now--so you can succeed well into the future.

Create, optimize, and deploy stunning cross-browser web maps with the OpenLayers JavaScript web mapping library.

The Influential Product Manager

The Product: The Real Skills You Need to Be an Effective Product Manager

Product Leadership

Product Management in Enterprise Software

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

Lean Product Management

The Product Mindset

The First Guide to Scrum-Based Agile Product Management In *Agile Product Management with Scrum*, leading Scrum consultant Roman real-world examples to demonstrate how product owners can create successful products with Scrum. He describes a broad range of a

management practices, including making agile product discovery work, taking advantage of emergent requirements, creating the minimal viable product, leveraging early customer feedback, and working closely with the development team. Benefitting from Pichler's extensive experience, you will learn how Scrum product ownership differs from traditional product management and how to avoid and overcome the common challenges product owners face. Coverage includes Understanding the product owner's role: what product owners do, how they do it, and the surrounding 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 and functionality decisions Collaborating in sprint meetings: understanding the product owner's role in sprint meetings, including the do's 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. Product management has become a critical connective role for modern organizations, from small technology startups to global corporations. 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 gains. In this book, author Matt LeMay focuses on the CORE connective skills—communication, organization, research, execution—that define successful product management practice across industries, organizations, teams, and toolsets. For current and aspiring product managers, this book explores: On-the-ground 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 values-first approach to implementing Agile practices? Behavioral traps that turn good product managers bad

If you're new to software product management or just want to learn more about it, there's plenty of advice available—but most of it is geared toward consumer products. Creating high-quality software for the enterprise involves a much different set of challenges. In this practical book, product managers provide straightforward guidance for people looking to join the thriving enterprise market. Authors Blair Reeves and Matt LeMay and Matt Gaines explain critical differences between enterprise and consumer products, and deliver strategies for overcoming challenges when building for the enterprise. You'll learn how to cultivate knowledge of your organization, the products you build, and the industry you serve. Explore why customer vs user problems is an enterprise project manager's main challenge Effective collaboration requires in-depth knowledge of the product and the industry Analyzing data is key to understanding why users buy and retain your product Having experience in the industry you're building product management is a valuable Product longevity depends on knowing where the industry is headed

Setting the Standard for Product Management and Marketing Many of the leading voices in the product management profession collaborated with working product managers to develop The Guide to the Product Management and Marketing Body of Knowledge (the ProdBOK(r)) This effort was enhanced by project management, user experience, and business analyst thought leaders who further defined and optimized the working relationships that improve product manager effectiveness. As a result of this groundbreaking collaboration within the product management community and across the adjoining professions, the ProdBOK Guide provides the most comprehensive view of product management and marketing as they apply to a wide range of goods and services. The resulting standard provides product managers with essential knowledge to improve product management and deliver organizational results. This edition of the ProdBOK Guide: Introduces a product management lifecycle for goods and services Encompasses and defines traditional product development processes such as waterfall, as well as newer approaches that fall under the umbrella Illustrates the various inputs and outputs that product managers should consider at each phase of the product management lifecycle

Highlights how to optimize the working relationship between product management professionals and our counterparts in the project, product management, user experience, and business analyst communities Describes essential tools that product managers should be aware of and how to work to create value for their Organizations The ProdBOK Guide represents an industry-wide effort to establish a standard for the practice of product management. The book was sponsored by the Association of International Product Marketing and Management (AIPMM). Founded in 1997, AIPMM aims to help professionals like you attain a higher level of knowledge and enhance the results you bring to your organizations every day. Authors Greg Geracie is a recognized product management thought leader and the president of Actuation Consulting, a global provider of product management training, consulting, and advisory services to some of the world's most well-known organizations. Greg is the author of the best-seller Take Charge Product Management and led the development of the ProdBOK Guide as editor-in-chief. He is also an adjunct professor at Northwestern University in Chicago, Illinois. Steven D. Eppinger is professor of management science and innovation at the Massachusetts Institute of Technology (MIT) Sloan School of Management. Professor Eppinger teaches MIT's executive programs in product development and complex project management. He has co-authored a leading textbook, Product Design and Development (5th edition, 2012, McGraw-Hill), which is used by hundreds of thousands of students around the world.

The Secret Product Manager Handbook

How to Become a Great Product Manager

2nd Edition

Agile Product Management with Scrum

I'm Glad My Mom Died

Making It Right

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

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. A guide to product management exploring the best practices: identifying the impact-driven product, planning for success, setting up and measuring time-bound metrics, and developing a lean product roadmap. Key Features Identifying Impact-Driven Products Investing in Key Business Outcomes Value mapping to maintain a lean product backlog Utilizing time-bound product metrics Eliminating process waste Book Description Lean Product

Management is about finding the smartest way to build an Impact Driven Product that can deliver value to customers and meet business outcomes when operating under internal and external constraints. Author, Mangalam Nandakumar, is a product management expert, with over 17 years of experience in the field. Businesses today are competing to innovate. Cost is no longer the constraint, execution is. It is essential for any business to harness whatever competitive advantage they can, and it is absolutely vital to deliver the best customer experience possible. The opportunities for creating impact are there, but product managers have to improvise on their strategy every day in order to capitalize on them. This is the Agile battleground, where you need to stay Lean and be able to respond to abstract feedback from an ever shifting market. This is where Lean Product Management will help you thrive. Lean Product Management is an essential guide for product managers, and to anyone embarking on a new product development. Mangalam Nandakumar will help you to align your product strategy with business outcomes and customer impact. She introduces the concept of investing in Key Business Outcomes as part of the product strategy in order to provide an objective metric about which product idea and strategy to pursue. You will learn how to create impactful end-to-end product experiences by engaging stakeholders and reacting to external feedback. What you will learn How do you execute ideas that matter? How can you define the right success metrics? How can you plan for product success? How do you capture qualitative and quantitative insights about the product? How do you know whether your product aligns to desired business goals? What processes are slowing you down? Who this book is for If you are leading a team that is building a new product, then this book is for you. The book is targeted at product managers, functional leads in enterprises, business sponsors venturing into new product offerings, product development teams, and start-up founders.

"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 see them being answered well or usefully. 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 Mom 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 Licea, 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." (Luca Candela, VP of Product Management) A playbook on product-led strategy for software product teams There's a common strategy used by the fastest growing and most successful businesses of our time. These companies are building their entire customer experience around their digital products, delivering software that is simple, intuitive and delightful, and that anticipates and exceeds the evolving needs of users. Product-led organizations make their products the vehicle for acquiring and retaining customers, driving growth, and influencing organizational priorities. They represent the future of business in a digital-first world. This book is meant to help you transform your company into a product-led organization, helping to drive growth for your business and advance your own career. It provides: A holistic view of the quantitative and qualitative insights teams need to make better decisions and shape better product experiences. A guide to setting goals for product success and measuring progress toward meeting them. A playbook for incorporating sales and marketing activities, service and support, as well as onboarding and education into the product Strategies for soliciting, organizing and prioritizing feedback from customers and other stakeholders; and how to use those inputs to create an effective product roadmap The Product-Led Organization: Drive Growth By Putting Product at the Center of Your Customer Experience was written by the co-founder and CEO of Pendo—a SaaS company and innovator in building software for digital product teams. The book reflects the author's passion and dedication for sharing what it takes to build great products.

Escaping the Build Trap

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

How to Lead and Launch Successful Technology Products

Tools and Techniques to Become an Outstanding Product Manager

The Product Book: How to Become a Great Product Manager

How to Innovate with Minimum Viable Products and Rapid Customer Feedback

Hooked

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.

Revised and Updated, Featuring a New Case Study How do successful companies create products people can't put down? Why do some products capture widespread attention while others flop? What makes us engage with certain products out of sheer habit? Is there a pattern underlying how technologies hook us? Nir Eyal answers these questions (and many more) by explaining the Hook Model—a four-step process embedded into the products of many successful companies to subtly encourage customer behavior. Through consecutive “hook cycles,” these products reach their ultimate goal of bringing users back again and again without depending on costly advertising or aggressive messaging. Hooked is based on Eyal's years of research, consulting, and practical experience. He wrote the book he wished had been available to him as a start-up founder—not abstract theory, but a how-to guide for building better products. Hooked is written for product

managers, designers, marketers, start-up founders, and anyone who seeks to understand how products influence our behavior. Eyal provides readers with:

- Practical insights to create user habits that stick.
- Actionable steps for building products people love.
- Fascinating examples from the iPhone to Twitter, Pinterest to the Bible App, and many other habit-forming products.

The definitive guide to product management—updated for a more digital, more global, more competitive business landscape The digital age is here to stay. That means the pace of business change will only increase and competitive forces will challenge you, and your role as a product manager. This is the book that provides the only definitive body of knowledge of product management that you and your product teams can use to optimize your product's business. The Product Manager's Desk Reference has long been the go-to resource for product managers who seek to deliver quantifiable benefits to their company. In this fully revised edition of this bestseller, veteran product management thought leader Steven Haines lays out a repeatable process for product management organizational transformation, providing a clear roadmap you can follow to become the entrepreneurial strategic thinker who can drive your organization (and your career) into the future! Packed with important updates and revisions, The Product Manager's Desk Reference, Third Edition provides essential advice on:

- Companies with portfolio of digital and traditional products
- Utilization of various development methods (waterfall and agile)
- Product design methods to deliver better user experiences
- Strategic thinking and business analysis
- Cross-functional product team collaboration
- Product portfolio management and product discontinuation

Room for error in today's fast-paced business environment shrinks by the minute. Packed with an array of new tools, techniques, and best practices—along with an explicit emphasis on data, analytics, and product performance—this new edition of the definitive product management resource is a timely and actionable guide to kicking your product management strategies into high gear.

WANT A NON-CODING JOB AT A TECH COMPANY? Interested in product management, marketing, strategy, or business development? The tech industry is the place to be: nontechnical employees at tech companies outnumber their engineering counterparts almost 3 to 1 (Forbes, 2017). You might be worried that your lack of coding skills or tech industry knowledge will hold you back. But here's the secret: you don't need to learn how to code to break into the tech industry. Written by three former Microsoft PMs, *Swipe to Unlock* gives you a breakdown of the concepts you need to know to crush your interviews, like software development, big data, and internet security. We'll

explain how Google's ad targeting algorithm works, but Google probably won't ask you how to explain it in a non-technical interview. But they might ask you how you could increase ad revenue from a particular market segment. And if you know how Google's ad platform works, you'll be in a far stronger position to come up with good growth strategies. We'll show you how Robinhood, an app that lets you trade stocks without commission, makes money by earning interest on the unspent money that users keep in their accounts. No one will ask you to explain this. But if someone asks you to come up with a new monetization strategy for Venmo (which lets you send and receive money without fees), you could pull out the Robinhood anecdote to propose that Venmo earn interest off the money sitting in users' accounts. We'll talk about some business cases like why Microsoft acquired LinkedIn. Microsoft interviewers probably won't ask you about the motive of the purchase, but they might ask you for ideas to improve Microsoft Outlook. From our case study, you'll learn how the Microsoft and LinkedIn ecosystems could work together, which can help you craft creative, impactful answers. You could propose that Outlook use LinkedIn's social graph to give salespeople insights about clients before meeting them. Or you could suggest linking Outlook's organizational tree to LinkedIn to let HR managers analyze their company's hierarchy and figure out what kind of talent they need to add. (We'll further explore both ideas in the book.) Either way, you're sure to impress. Learn the must know concepts of tech from authors who have received job offers for Facebook's Rotational Product Manager, Google's Associate Product Marketing Manager, and Microsoft's Program Manager to get a competitive edge at your interviews!

Ordinary People, Extraordinary Products

Swipe to Unlock

Reinventing the Product

Finding the Right Balance for YourProduct Inc.

Product Management for a Startup World

OpenLayers 2.10 Beginner's Guide

Creating Products that Customers Love (Adobe Reader)

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 profitably - 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.

Are you a product leader looking for advice on how to be certain that every product manager on your team lives up to their full potential? Do you want to make sure your product people are competent, empowered, and inspired, and would you like to know how you can best help them on this journey? If you answered "yes" to any of these questions, then this book is for you! By the end of this book, you will understand: - Why you need to focus on the personal development of every product manager-and of the team as a whole-to unlock their full potential. - Why coaching is an important part of your job, and how to do it in the most effective way. - How you can define what a good product manager looks like. - How you can accurately assess product managers and provide them with valuable, actionable, and helpful feedback on their current performance that will help them perform even better. - Which methods/frameworks you can use to make sure product managers learn what they need to know to be more effective-enhancing their people skills. And you will be able to: - Reflect on your own coaching personality and define your own areas for development. - Efficiently prepare and use one-on-ones as your main coaching tool.

Looking to become a product manager and launch your product career? Get best practices on leading without authority, building products, and acing your PM interviews that I learned on the job at Amazon, Facebook, and other leading technology companies. Updated for 2020, Principles of Product Management is a hands-on, practical guide for new and aspiring product managers. The book has three parts: Principles: Part one covers the leadership principles that PMs use to lead their team to overcome adversity. When your product fails to gain traction, when your team falls apart, or when your manager gives you tough feedback-these are all opportunities to learn principles that will help you succeed. Product development: Part two covers how PMs at Facebook, Amazon, and other top companies build products. We'll walk through the end-to-end product development process- from understanding the customer problem to identifying the right product to build to executing with your team to bring the product to market. Getting the job: Part three covers how you can land a PM job and reach the interview stage at the right company. We'll prep you for the three most common types of PM interviews- product sense, execution, and behavioral-with detailed frameworks and examples for each. Hear directly from product leaders at Airbnb, Amazon, Google, and more on: How to overcome challenging situations from a VP of Product at Amazon. How to build a great product roadmap from product leaders at LinkedIn and Airbnb. How Google, Airbnb, and other top companies evaluate PM candidates from leaders at those companies. How PMs can grow their career from a Director at Instagram and Twitter. Table of Contents 1. Principles Take Ownership Prioritize and Execute Start with Why Find the Truth Be Radically Transparent Be Honest with Yourself 2. Product Development Product Development Loop Understanding the Customer Problem Selecting a Goal Metric Mission, Vision, and Strategy Building a Product Roadmap Defining Product Requirements Great Project Management Effective Communication Making Good Decisions 3. Getting the Job Preparing for the Transition Making the Transition Finding the Right Company Acing your PM Interviews Product Sense Interview Execution Interview Behavioral Interview Your First 30 Days 4. Product Leader Interviews This book is for product managers, product owners, product marketing managers, VPs and Heads of Product, CEOs, and start-up founders. In short, it serves anyone interested personally or professionally in software product management. You'll learn how to plan,

coordinate and execute all activities required for software product success. It enables you to find the right balance for delivering customer value and long-term product success. The book offers a comprehensive introduction for beginners as well as proven practices and a novel, holistic approach for experienced product managers. It provides much-needed clarity regarding the numerous tasks and responsibilities involved in the professional and successful management of software products. Readers can use this book as a reference book if they are interested in or have the urgent need to improve one of the following software product management dimensions: Product Viability, Product Development, Go-to-Market / Product Marketing, Software Demonstrations and Training, The Market / Your Customers, or Organizational Maturity. The book helps product people to maximize their impact and effectiveness. Whether you're a seasoned practitioner, new to software product management, or just want to learn more about the best-of-all disciplines and advance your skills, this book introduces a novel and "business" tested approach to structure and orchestrate the vital dimensions of software product management. You will learn how to create focus and alignment on the things that matter for product success. The book describes a holistic framework to keep the details that matter for product success in balance, taking into consideration the limiting factors, strategies and responsibilities that determine the overall product yield potential. It explains how to leverage and adapt the framework with regard to aspects like product viability, product development, product marketing and software demonstrations and training, as well as more general aspects like markets, customers and organizational maturity. The book focuses on the unique challenges of software product managers or any related roles, whether you are a founder of a small to mid-sized software company or working in the complex ecosystems of large software enterprises or corporate IT departments.

How to Create Tech Products Customers Love

Continuous Discovery Habits

The Lean Product Playbook

The Product-Led Organization

You

The Product Manager's Desk Reference, Third Edition

This book is a comprehensive and practical guide to the core skills, activities, and behaviors that are required of product managers in modern technology companies. Product management is one of the fastest growing and most sought-after roles by job seekers and companies alike. The availability of trained and experienced talent can barely keep up with the accelerating demand for new and improved technology products. People from nontechnical and technical backgrounds alike are eager to master this exciting new role. The Influential Product Manager teaches product managers how to behave at each stage of the product life cycle to achieve the best outcome for the customer. Product managers are under pressure to drive spectacular results, often without wielding much direct power or authority. If you don't know how to influence people at all levels of the organization, how will you create the best possible product? This comprehensive entry-level textbook distills over twenty years of hard-won field experience and industry knowledge into lessons that will empower new product managers to act like pros right out of the

gate. With teaching experience both from UC Berkeley and Lynda.com, the author boils down the most complex topics into principles that are easy to memorize and apply. This book methodically documents the tools product managers everywhere use to align their teams with market needs and organizational goals. From setting priorities to capturing requirements to navigating trade-offs, this book makes it easy. Not only will your product succeed, you'll succeed, too, when you read the final chapter on advancing your career. Let your product's success become your success!

#1 NEW YORK TIMES BESTSELLER #1 INTERNATIONAL BESTSELLER A heartbreaking and hilarious memoir by iCarly and Sam & Cat star Jennette McCurdy about her struggles as a former child actor—including eating disorders, addiction, and a complicated relationship with her overbearing mother—and how she retook control of her life. Jennette McCurdy was six years old when she had her first acting audition. Her mother's dream was for her only daughter to become a star, and Jennette would do anything to make her mother happy. So she went along with what Mom called "calorie restriction," eating little and weighing herself five times a day. She endured extensive at-home makeovers while Mom chided, "Your eyelashes are invisible, okay? You think Dakota Fanning doesn't tint hers?" She was even showered by Mom until age sixteen while sharing her diaries, email, and all her income. In *I'm Glad My Mom Died*, Jennette recounts all this in unflinching detail—just as she chronicles what happens when the dream finally comes true. Cast in a new Nickelodeon series called *iCarly*, she is thrust into fame. Though Mom is ecstatic, emailing fan club moderators and getting on a first-name basis with the paparazzi ("Hi Gale!"), Jennette is riddled with anxiety, shame, and self-loathing, which manifest into eating disorders, addiction, and a series of unhealthy relationships. These issues only get worse when, soon after taking the lead in the *iCarly* spinoff *Sam & Cat* alongside Ariana Grande, her mother dies of cancer. Finally, after discovering therapy and quitting acting, Jennette embarks on recovery and decides for the first time in her life what she really wants. Told with refreshing candor and dark humor, *I'm Glad My Mom Died* is an inspiring story of resilience, independence, and the joy of shampooing your own hair.

What is it about the top tech product companies such as Amazon, Apple, Google, Netflix and Tesla that enables their record of consistent innovation? Most people think it's because these companies are somehow able to find and attract a level of talent that makes this innovation possible. But the real advantage these companies have is not so much who they hire, but rather how they enable their people to work together to solve hard problems and create extraordinary products. As legendary Silicon Valley coach—and coach to the founders of several of today's leading tech companies—Bill Campbell said, "Leadership is about recognizing that there's a greatness in everyone, and your job is to create an environment where that greatness can emerge." The goal of *EMPOWERED* is to provide you, as a leader of product management, product design, or engineering, with everything you'll need to create just such an environment. As partners at The Silicon Valley Product Group, Marty Cagan and Chris Jones have long

worked to reveal the best practices of the most consistently innovative companies in the world. A natural companion to the bestseller INSPIRED, EMPOWERED tackles head-on the reason why most companies fail to truly leverage the potential of their people to innovate: product leadership. The book covers: what it means to be an empowered product team, and how this is different from the "feature teams" used by most companies to build technology products recruiting and coaching the members of product teams, first to competence, and then to reach their potential creating an inspiring product vision along with an insights-driven product strategy translating that strategy into action by empowering teams with specific objectives-problems to solve-rather than features to build redefining the relationship of the product teams to the rest of the company detailing the changes necessary to effectively and successfully transform your organization to truly empowered product teams EMPOWERED puts decades of lessons learned from the best leaders of the top technology companies in your hand as a guide. It shows you how to become the leader your team and company needs to not only survive but thrive.

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 Successful products from fuzzy business ideas

Making the Right Decisions in an Evolving Landscape

Principles of Product Management

EMPOWERED

Mastering Product Management: A Step-By-Step Guide

The Non-coder's Guide to Technology and the Business Strategy Behind it

How Effective Product Management Creates Real Value

Can your software sell itself? Convention 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 consultant Wes Bush challenges the traditional SaaS marketing and sales playbook 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 flip the traditional sales process on its head and turn your product into a sales machine; How to decide whether your business should use 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. Blockbuster 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 be disrupted, too?

A lot of work is required to release an API, but the effort doesn't always pay off. Overplanning before an API matures is a wasted investment, while underplanning can lead to disaster. This practical guide provides maturity models for individual APIs and multi-API landscapes to help you invest the right human and company resources for the right maturity level at the right time. How do you balance the desire for agility and speed with the need for robust and scalable operations? Four experts from the API Academy show software architects, program directors, and product owners how to maximize the value of their APIs by managing them as products through a continuous life cycle. Learn which API decisions you need to govern and how and where to do so Design, deploy, and manage APIs using an API-as-a-product (AaaP) approach Examine ten pillars that form the foundation of API product work Learn how the continuous improvement model governs changes throughout an API's lifetime Explore the five stages of a complete API product life cycle Delve into team roles needed to design, build, and maintain your APIs Learn how to manage your API landscape—the set of APIs published by your organization

My Product Management Toolkit

Product Management in Practice

Product-Led Growth

Strong Product People
The Product Book
How to Build Habit-Forming Products