

Product Management Resources







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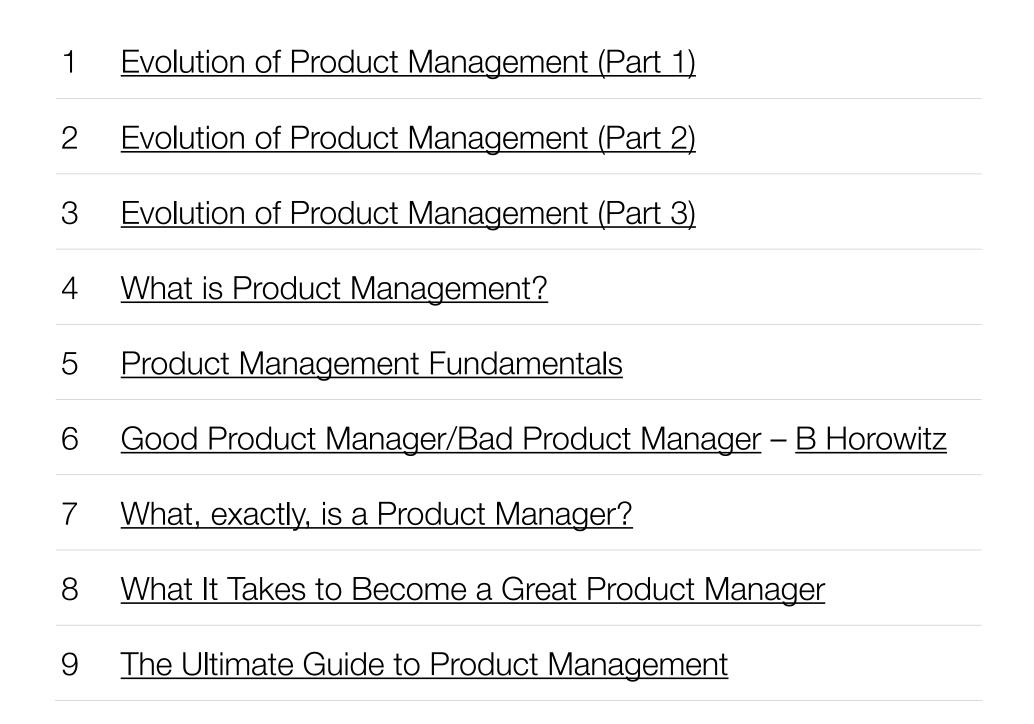
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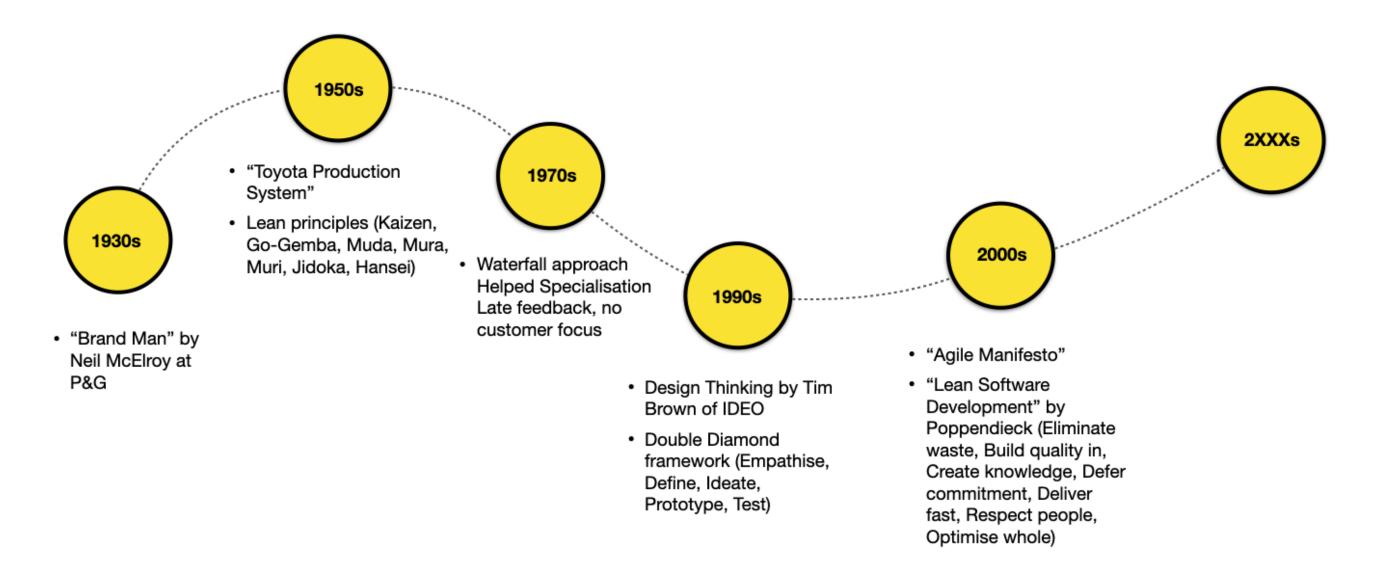
Wistory and What of Product Management

Modern product management started in 1931 with a memo written by Neil H. McElroy at Procter & Gamble. It started as a justification to hire more people (sound familiar to any product managers out there?) but became a cornerstone in modern thinking about brand management and ultimately product management.

A product manager sets the strategy, roadmap, and feature definition for a product or product line. A product manager role may also include product marketing, forecasting, and profit and loss (P&L) responsibilities. Product managers analyze market and competitive conditions, laying out a product vision that is differentiated and delivers unique value based on customer demands.

Product development is invigorating. When you feel a real sense of responsibility and commitment to your product, it can inspire you to build with conviction and help you find deep satisfaction in your work as a product manager.





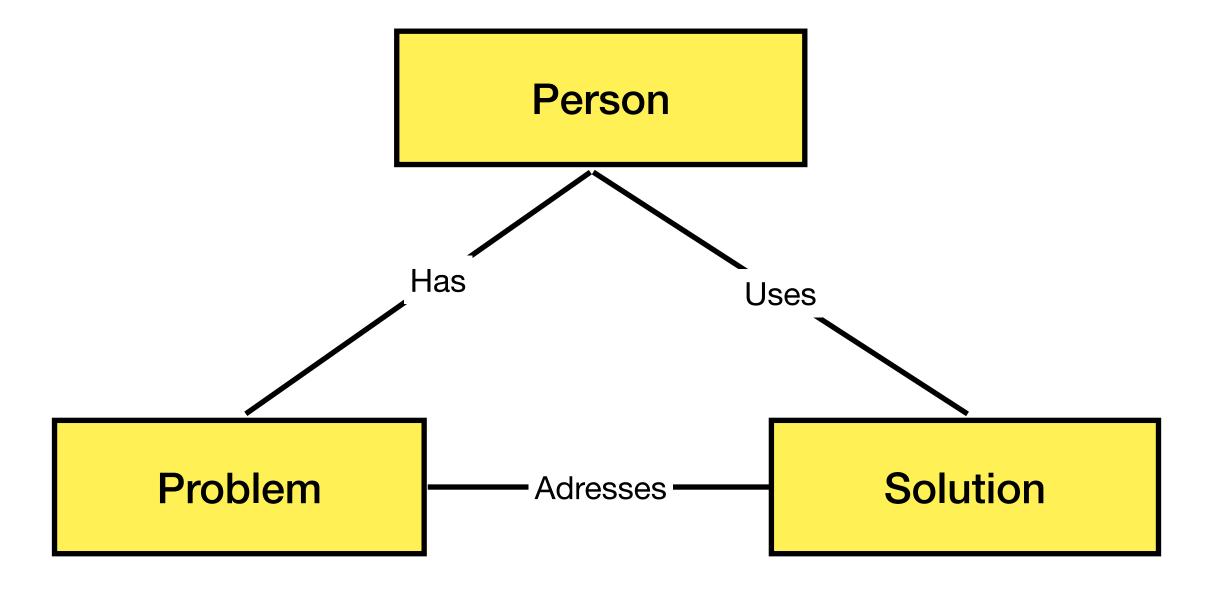
Purpose of Product Management

Great product management organizations help a company set product vision and road maps, establish goals and strategy, and drive execution on each product throughout its lifecycle.

Bad product management organizations, in contrast, largely function as project management groups, running schedules and tidying up documents for engineers.

To build a great product organization you need to first understand the role of the product manager. Secondly, you need to hire individuals with the right skill sets, including a strong VP of product. Finally, establish a simple set of processes to enable the product organization and help the company scale its product development.

What does a product manager do?
Product Manager Roles and Responsibilities
Product Manager: The role and how to master it
Do you know different Types of Product Managers?
General Objectives of Product Management
Product Management: Main Stages and Product Manager Role
The Importance of Product Management
Types of Product Managers



∆ Vision

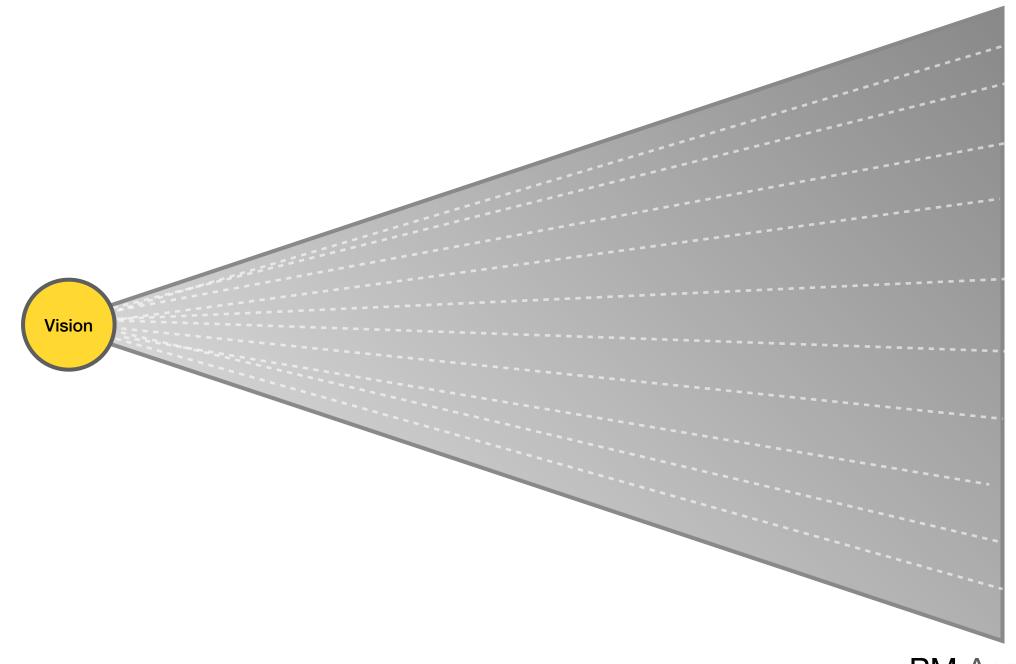
The product vision describes the WHAT and the WHY of a product and It's highly aspiration and long-term

The product vision states what the product could ultimately become in support of your company's overarching purpose. It reflects a team's or company's core values, purpose, mission, strategy, and goals. It's often referred to as a team's "true north", defining the product's direction and guiding the team's every decision and action.

Product vision Statement Template?

For [our target customer], who [customer's need], the [product] is a [product category or description] that [unique benefits and selling points]. Unlike [competitors or current methods], our product [main differentiators].

1	Product Vision
2	What is a product vision?
3	How to write a product vision statement
4	What is a Product Vision?
5	Product Vision vs. Mission
6	What's The Difference Between Vision, Mission, and Purpose?
7	The Difference Between Vision And Mission



Product Team

A product team is an autonomous group of people with a variety of skills and perspectives that support each other towards a shared goal. It has all the resources and authority it needs to complete projects on its own. It values cross-disciplinary collaboration and iterative delivery

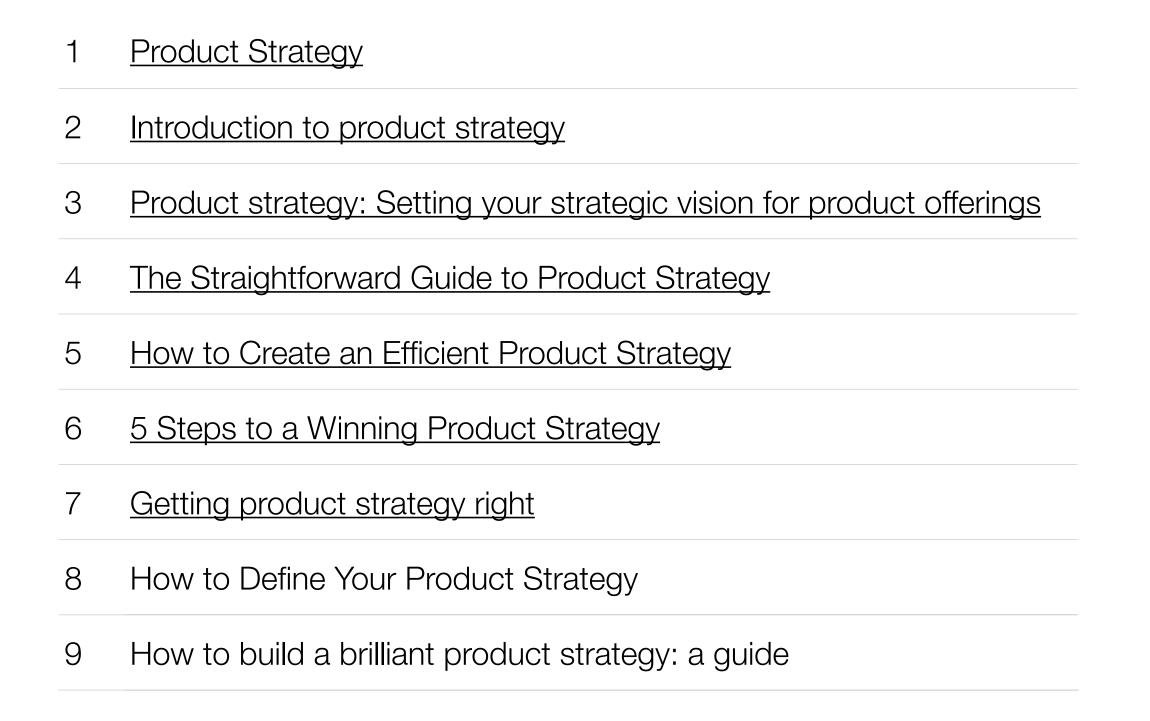
Product teams are small, collaborative, cross-functional teams that work to achieve the common outcome of creating an exceptional digital product. There is little to no hierarchy within these teams, as each individual contributes a unique skill set and perspective that is essential to the process. However, teams are typically kept accountable by product managers. You'll find each specialty is represented on a team, including product managers, designers, developers, test engineers, etc.

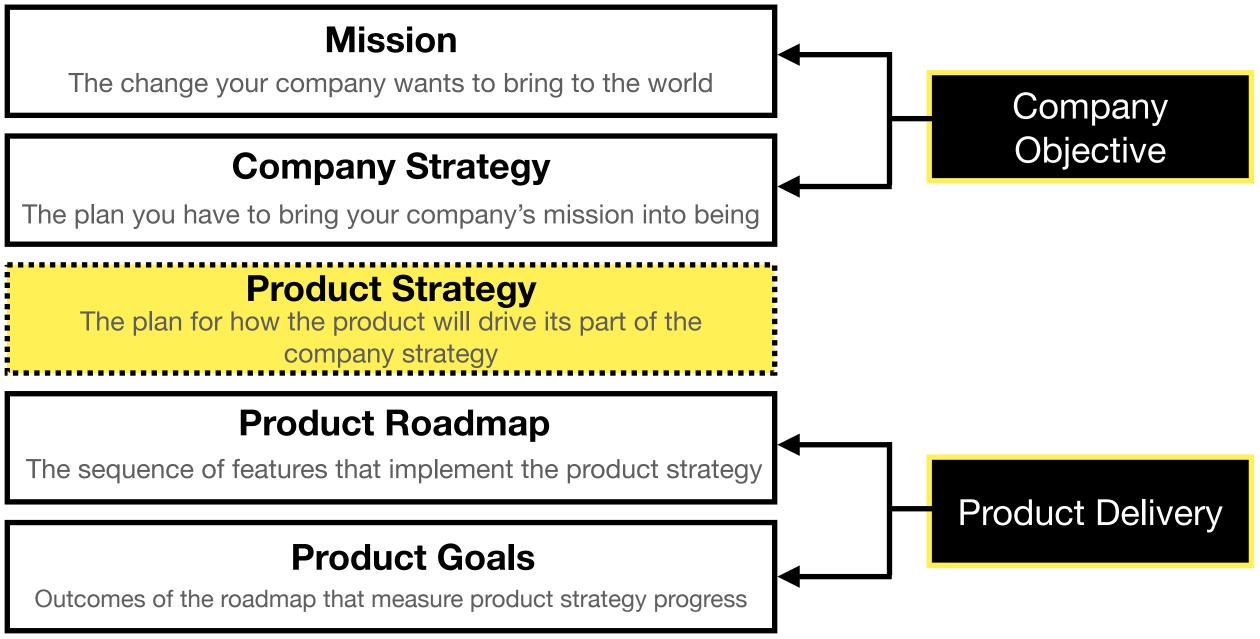


Product Strategy

A product strategy is a high-level plan describing what a business hopes to accomplish with its product, and how it plans to do so. This strategy should answer key questions such as who the product will serve (personas), how it will benefit those personas, and what are the company's goals for the product throughout its lifecycle.

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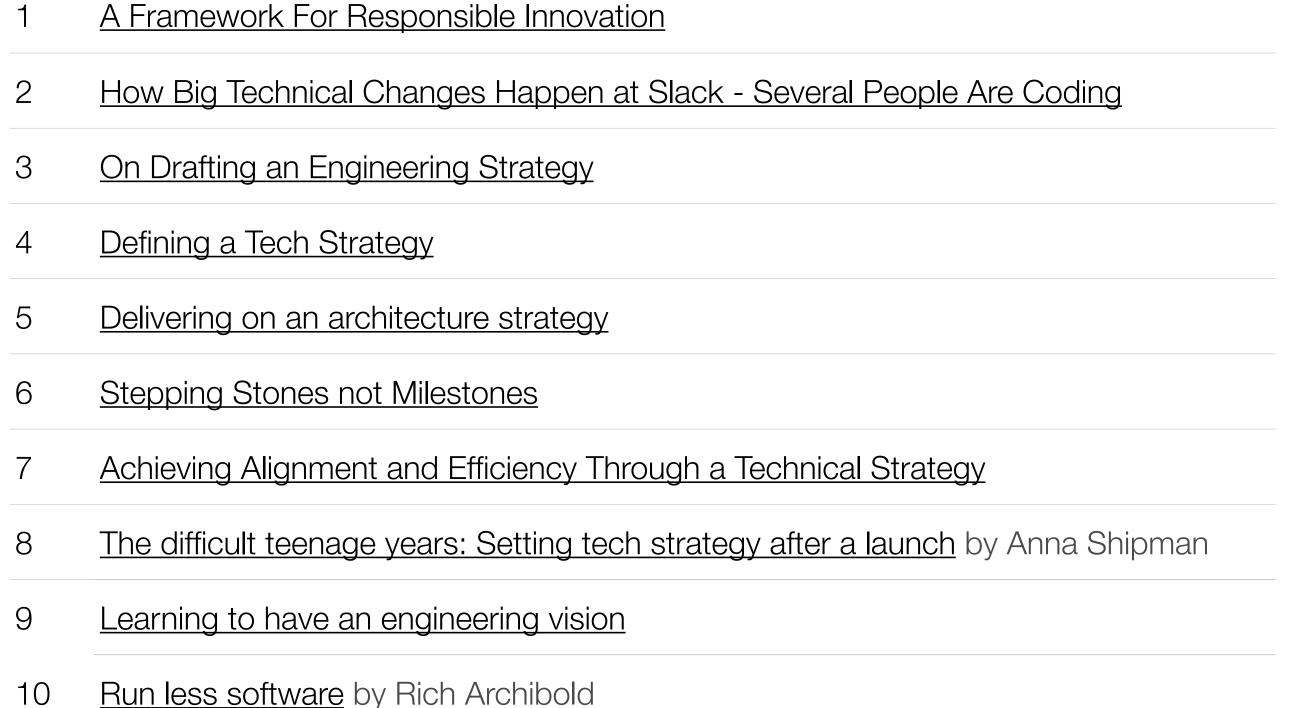


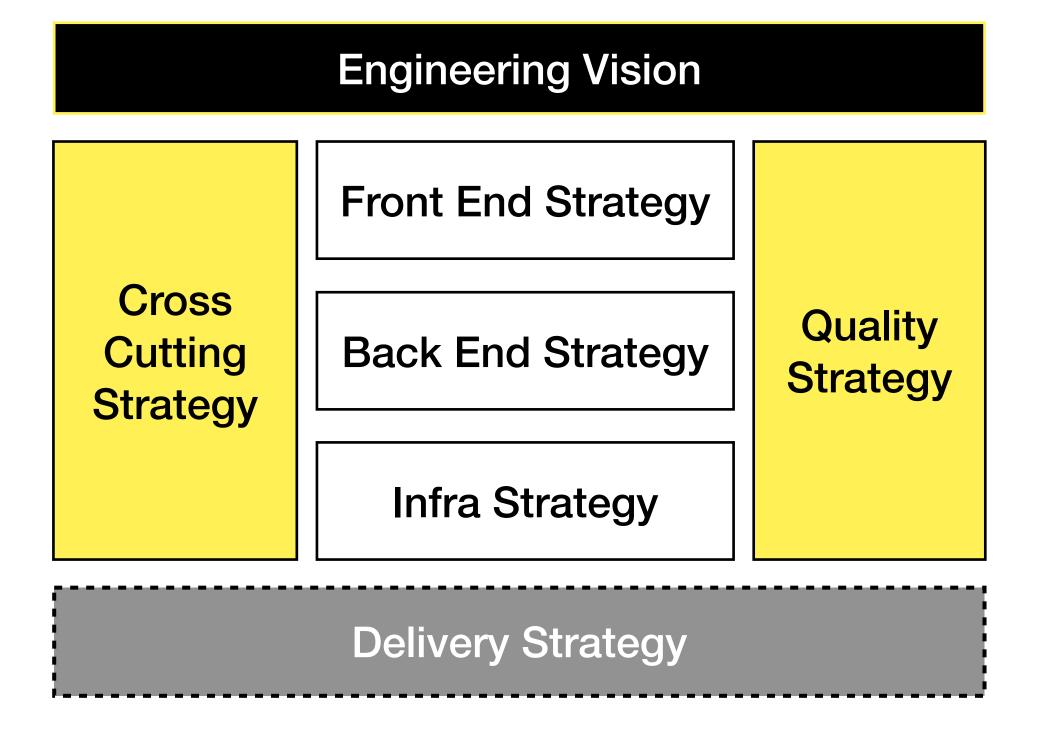


Engineering Strategy

A strategy guides tradeoffs and explains the rationale behind that guidance. This is the "diagnosis" and "guiding policies" components of Good Strategy, Bad Strategy's definition (the "coherent action" component is handled in your technical specifications). A couple of great examples to refer to are A Framework for Responsible Innovation and How Big Technical Changes Happen at Slack.

An Engineering Strategy defines how the Engineering organization will meet its objectives. It describes the essential resources and how they will be organized and committed to achieving the objectives. It describes the policies that will apply for the management and use of resources. Once the strategy has been defined, it will be possible to start planning for detailed activities and resources.





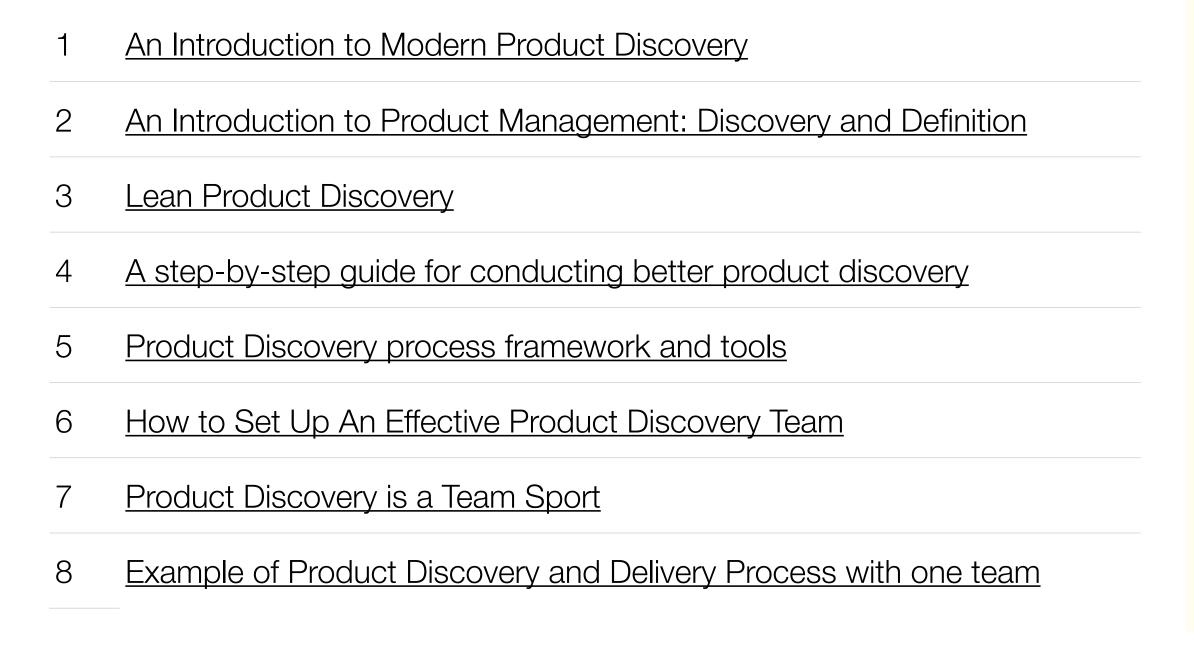
Product Discovery

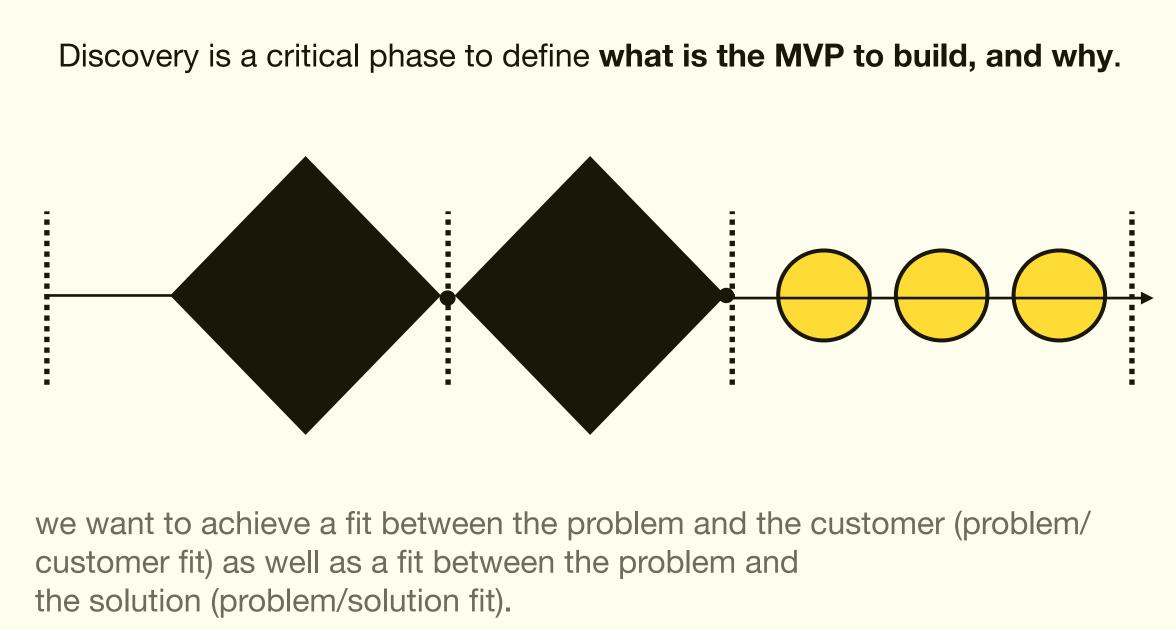
Product discovery is a set of activities that we perform with the intention of helping us to better answer necessary questions to define where, when and if we should evolve our product

From our experience, we know the importance of starting off product development on the right foot in order to minimize risks. To do so, we combine different roles to better establish a product idea before embarking on a whole project, bringing in stakeholders from the business side, product experts, developers, and designers.

The product discovery phase has three main goals:

- Understand: Complete our understanding of the business model, its context, goals and customers.
- Analyze: Align expectations in order to mitigate risks, define processes, create story maps, and so on.
- **Propose:** Set an initial backlog, a team, and a ballpark estimate for the development project.





(h) OKR

OKR (Objectives and Key Results) is a goal system used by Google and others. It is a simple tool to create alignment and engagement around measurable goals.

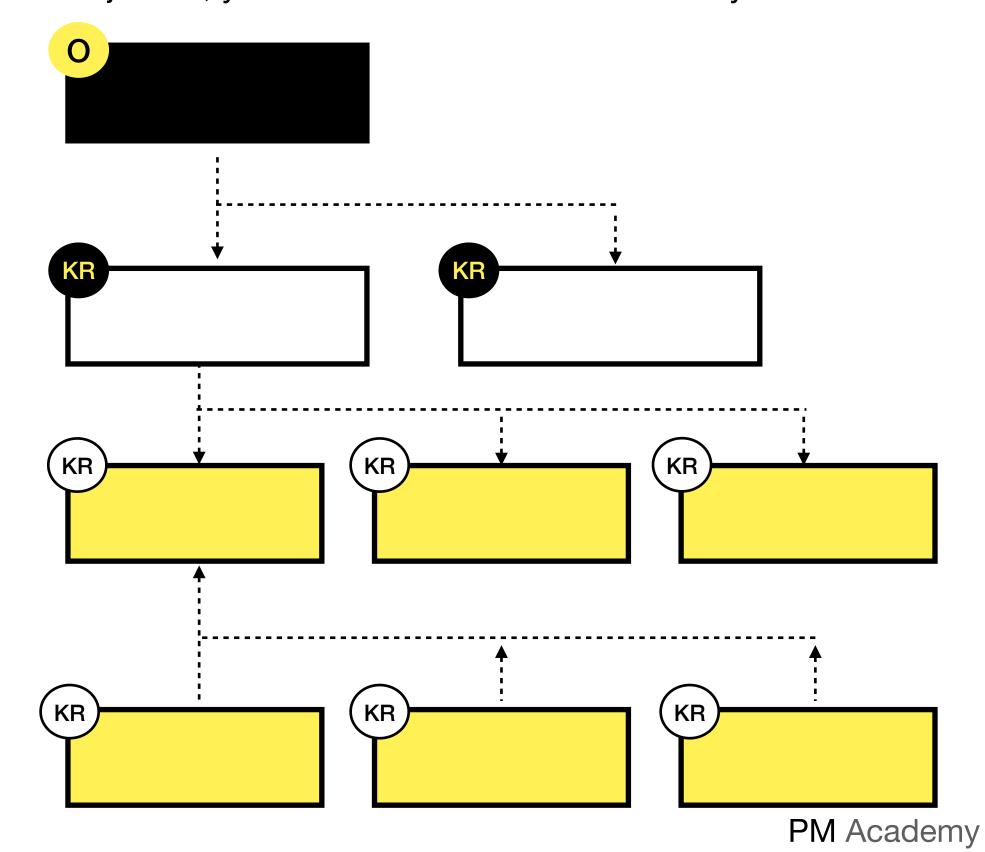
OKR has two components, the Objective and the Key Results:

- **Objectives** are memorable qualitative descriptions of what you want to achieve. Objectives should be short, inspirational and engaging. An Objective should motivate and challenge the team

- Key Results are a set of metrics that measure your progress towards the Objective. For each Objective, you should have a set of 2 to 5 Key Results.

More than that and no one will remember them.

1	The ultimate guide to OKR
2	What is OKR?
3	What is an OKR? Definition and examples
4	Guide: Set goals with OKRs
5	John Doerr on success using OKR
6	Manager OKRs, Maker OKRs: How I'd Change Google's Goal Setting Process
7	How to Use KPIs with OKRs
8	What Twitter's CEO Learned from Google
9	The biggest pitfalls of OKRs and how to avoid them



M Product Roadmaps

A product roadmap is a **visual communication tool** that aligns a company around a high-level product strategy. Depending on the type of organization, product roadmaps can include upcoming features and technical considerations, and often **demonstrate how a product will evolve over time**. Roadmaps communicate *the intention* of what customer and business outcomes a plan will achieve within a period of time.

"A product roadmap is about communicating the why. It's about the ultimate destination (the vision) and the major steps that the team intends to take along the way (goals to be reached, problems to be solved). A roadmap should not delve deeply into the what and the when. It should stay at the why level. It should inspire your teams to then develop a release plan, a delivery plan or a project plan for how to deliver that vision." Bruce McCarthy

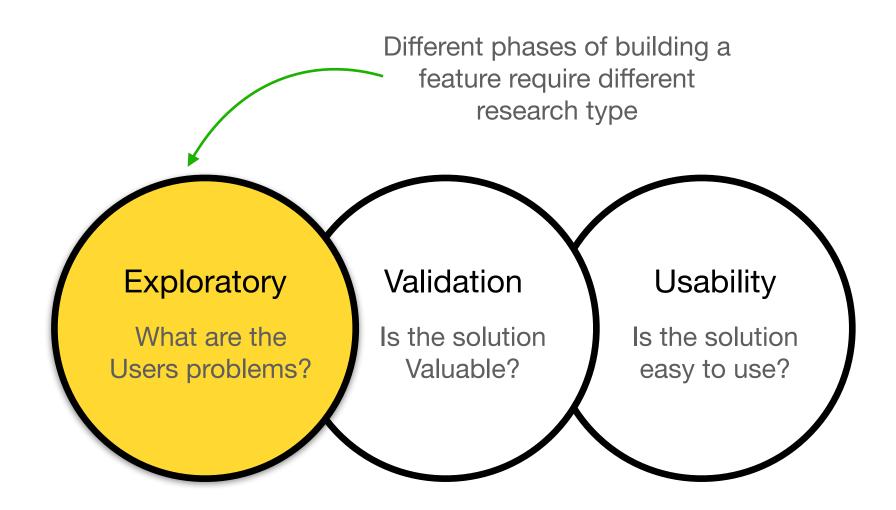
1	Introduction to product roadmaps				
2	The Ultimate Guide to Product Roadmaps		Current	Near term	Future
3	Product Roadmaps	Desired outcome			
4	Now - Next - Later				
5	Roadmaps without Dates. (Now, Next Future)	KPIs			
6	Now - Next - Later				
7	What are outcome-based roadmaps?	Key Features			
8	Escape From the Feature Roadmap to Outcome-driven Development				
9	Outcome-Driven Roadmapping				i i i

∠ Lean Experiments

The Lean Startup provides a scientific approach to creating and managing startups and get a desired product to customers' hands faster. The Lean Startup method teaches you how to drive a startup-how to steer, when to turn, and when to persevere-and grow a business with maximum acceleration. It is a principled approach to new product development.

Too many startups begin with an idea for a product that they think people want. They then spend months, sometimes years, perfecting that product without ever showing the product, even in a very rudimentary form, to the prospective customer. When they fail to reach broad uptake from customers, it is often because they never spoke to prospective customers and determined whether or not the product was interesting. When customers ultimately communicate, through their indifference, that they don't care about the idea, the startup fails.

- 1 Lean Experimentation: How to Do It Right
- 2 Lean Validation and Experimentation
- 3 <u>Lean Experiment Techniques</u>
- 4 Create a basic experiment plan
- 5 How to Design Smart Business Experiments
- 6 <u>Designing product experiments</u>
- 7 Everything a product manager needs to know about experiments
- 8 Experiment plan and results template
- 9 Step-by-step guide for designing Lean Experiments

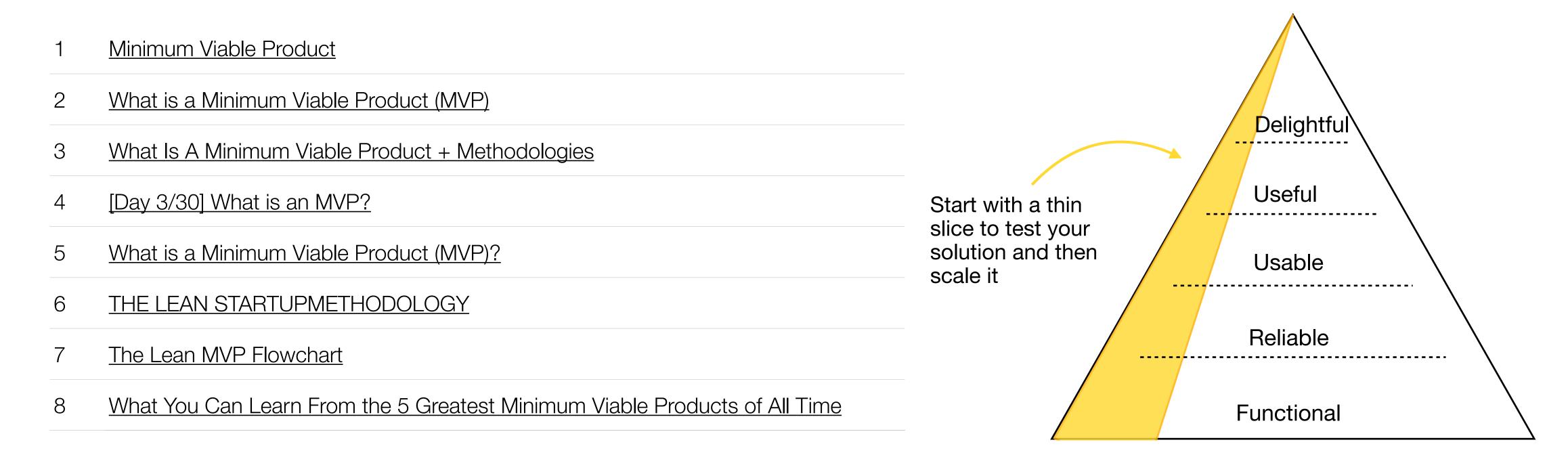


A Minimum Viable Product

The simplest definition is that an MVP must be the simplest core feature set of any product that allows it to be deployed and absolutely nothing more. However, the most popular definition is; "The smallest thing that you can build that delivers customer value (and as a bonus captures some of the value back)."

A Minimum Viable Product is the smallest thing you can build that delivers customer value (and as a bonus captures some of that value back...

A Minimum Viable Product is that version of a new product which allows a team to collect the maximum amount of validated learning about customers with the least effort. - Eric Ries



움 Measures

Metrics, sometimes called business metrics, are quantifiable measures used to gauge performance or progress. To create a metric, you take data from a live source (i.e., it's still updating with new information) and monitor it to track progress toward a business objective.

Product metrics are data measurements that businesses use to evaluate the success of a product and determine how customers are engaging with it. Popular metrics like churn rate and conversion rate inform product strategy and help various company stakeholders to understand a product's value.

"Most people use analytics the way a drunk uses a lamppost, for support rather than illumination." - David Ogilvy, founder and advertising executive

- The only metric that matters
- 2 The Only Metric That Matters Now With Fancy Slides!
- 3 How Product Managers Measure Product-Market Fit
- 4 Finding the metrics that matter for your product
- 5 The 5 Key Measurements of Product Success
- 6 Creating Success A Guide to Product Manager KPIs
- 7 KPI meanings small business owners need to know
- 8 12 Business Metrics That Every Company Should Know
- 9 The Only Product Metric that Matters by Josh Elman



Frameworks

Frameworks are structured processes for how to measure the performance of a given product behavior. They effectively give you a set of best practices and tools that you can use in a similar situation. In practice, the implementation of any framework is very company, product, and question specific. However, these are good starting points for thinking through the analytics process.

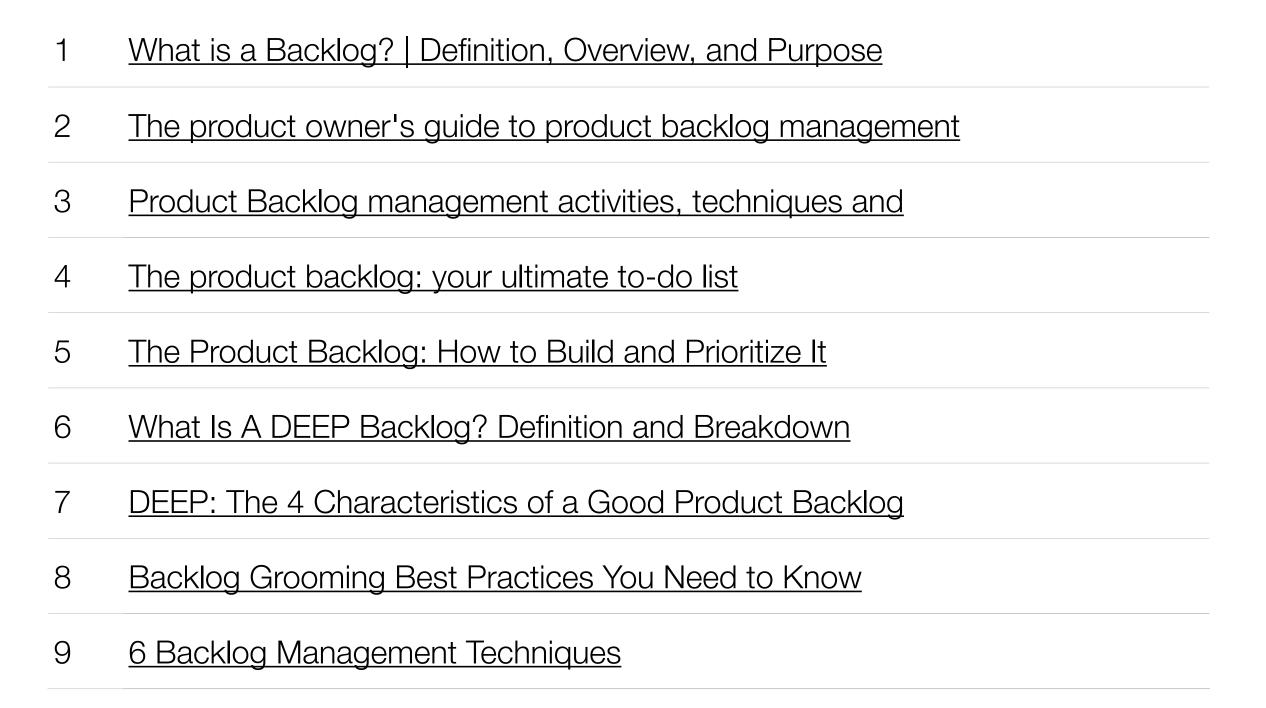
- <u>AARRR</u>: metric framework for evaluating product performance through the user lifecycle
- <u>HEART</u>: metric framework for evaluating UX experience
- <u>Funnel analysis</u>: analysis framework for evaluating performance through a funnel
- Cohort analysis: analysis framework to evaluating performance across cohorts
- A/B Testing: testing methodology to determine launch rollout

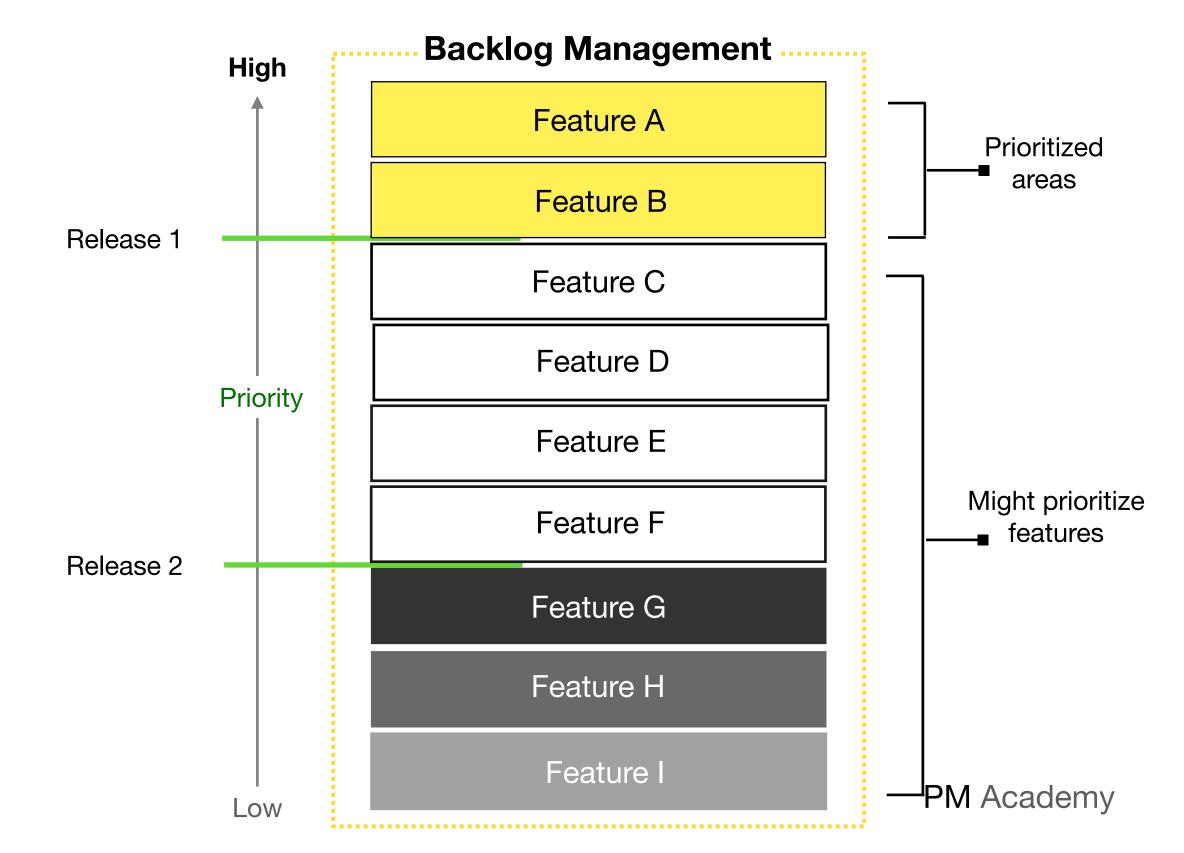
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Backlog Management

Backlog refinement (formerly known as backlog grooming) is when the product owner and some, or all, of the rest of the team review items on the backlog to ensure the backlog contains the appropriate items, that they are prioritized, and that the items at the top of the backlog are ready for delivery. This activity occurs on a regular basis and may be an officially scheduled meeting or an ongoing activity. Some of the activities that occur during this refinement of the backlog include:

- removing user stories that no longer appear relevant
- creating new user stories in response to newly discovered needs
- re-assessing the relative priority of stories
- assigning estimates to stories which have yet to receive one
- correcting estimates in light of newly discovered information





= User Stories

In agile software development, a user story is a brief, plain-language explanation of a feature or functionality written from a user's point of view. Many agile experts also describe a user story as the smallest unit of product development work that can lead to a complete element of user functionality. Product teams choose to break development work into user stories instead of product features or product requirements for several reasons.

User stories:

- 1. Are easy for anyone to understand
- 2. Represent bite-sized deliverables that can fit in sprints, whereas not all full features can.
- 3. Help the team focus on real people, rather than abstract features
- 4. Build momentum by giving development teams a feeling of progress

1 <u>User Stories</u>	Scenario	The name for the behaviour that will be described
2 <u>GivenWhenThen</u>	Given	The beginning state of the scenario
3 <u>User Stories with Examples and Template</u>		
4 Story Mapping 101	When	The specific action that the user makes
5 A Guide to User Story Mapping		
6 How to get the most out of Given-When-Then	Then	The outcome of the action is "When"
7 Applying BDD acceptance criteria in user stories	And	Used to continue any of three previous statements

Interviews

In order to ace a **Product Manager** interview, you need to be prepared for a range of interview questions. Although the hiring process will be different from one company to the next, you can expect that Hiring Managers will be looking to understand who you are as a candidate, your experience as a Product Manager, and what you can bring to their team.

You want to make sure that you are the right fit for the role, so there are a few steps you can take to get ready for your Product Manager interview process.

- Research the company and have a thorough understanding of its product/service. Employers may ask how you would improve their products.
- Review the results of your past work. Consider your accomplishments as a Product Manager and make notes about how many people used your product, the revenue you

You will be asked about your past experience, and employers will be eager to learn about the impact of your work.

The best way to prepare for your Product Manager interview is to practice, practice, practice.

1	Resume for product manager role
2	The Complete Guide to Write Your Product Manager Resume [Plus A Free Template]
3	How to Become a Product Manager
4	Product Management Interview Process
5	Product Design / Sense
6	The Ultimate List of Product Manager Interview Questions
7	11 Revealing Product Manager Interview Questions
8	80+ Product Manager Interview Questions [Ultimate List]
9	18 Essential Product Management Interview Questions *

Google product manager interview guide
Facebook product manager interview guide
Amazon product manager interview guide
Microsoft product manager interview guide
LinkedIn product manager interview guide
Uber product manager interview guide
Stripe product manager interview guide
How technical should you be to pass a Google PM interview?
My Google interview experience for Product Manager role PM Academy



*** Templates**

Templates to bring together planning, people, meeting notes, projects, and more. Keep stakeholders aligned and get your products out into the world faster.

All the free product management resources and templates you need in one place

1 My personal 1-Pager template — How I start every project
2 Product Hunt's PRD template
3 My business strategy template
4 <u>V2MOM template</u> by Marc Benioff
5 Product Vision Board by Roman Pichler
6 Building a shared team vision by Google
7 Launch strategy template by Pratik Mehta
8 Roadmap template
9 Gokul's S.P.A.D.E. decision-making framework

1 How we make decisions at Coinbase	
2 The Pyramid Principle	
3 <u>"Jobs to Be Done" framework</u>	
4 Eigenquestions: The Art of Framing Problems	
5 We Don't Sell Saddles Here	
6 Business strategy concepts	
7 High Output Founders' Library	
8 Steve Morin's 1-pager template (EM at Asana)	
9 Figma's PRD template — A super comprehensive plug-and-play template	

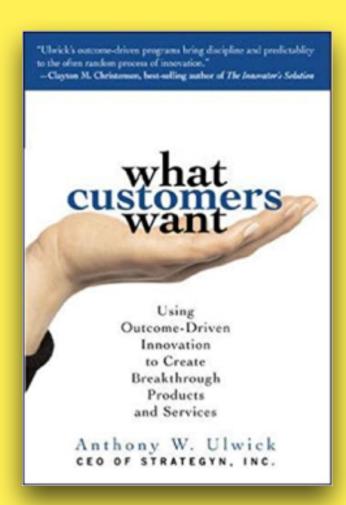
■ Good Reads

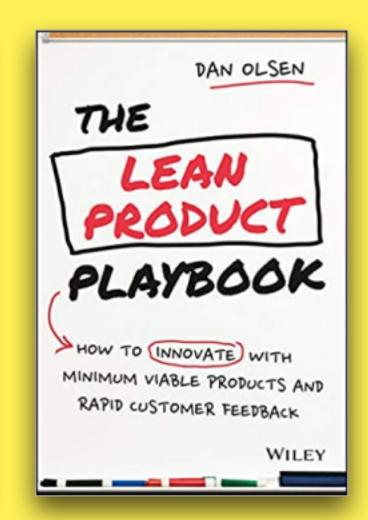
- 1 Want To Build An Incredible Product? Strive For The Delta Of "Wow" By Wayne Chang.
- 2 The Quintessential Guide For Building An Unforgettable First-time User Experience
- 3 One door at a time By Jason Fried.
- 4 Good Product Manager/Bad Product Manager By Ben Horowitz.
- 5 Guide to building a product roadmap By Hellonext, Inc.
- 6 Guide to Career Planning By Marc Andresssen.
- 7 Guide to Personal Productivity By Marc Andresssen.
- 8 PM at Microsoft By Steven Sinofsky.
- 9 Hiring Your First Product Manager By Steven Sinofsky.
- 10 <u>12 Things about Product-Market Fit</u> By <u>Tren Griffin</u>.
- 11 Relentlessly Resourcefull By Paul Graham.
- 12 How to Be an Expert in a Changing World By Paul Graham.
- 13 The Time Value of Shipping By Brandon Chu.
- 14 Maker's Schedule, Manager's Schedule By Paul Graham.
- 15 <u>Deadlines</u> By <u>Brandon Chu</u>.
- 16 Ruthless Prioritization By Brandon Chu.
- 17 Understanding How The Innovator's Dilemma Affects You By Mark Suster.
- 18 Do Things that Don't Scale By Paul Graham.
- 19 Navigating Mid-Success By Sam Altman.
- 20 How to focus on what's important, not just what's urgent By Alice Boyes.

- 21 Speed as a habit By Dave Girouard.
- 22 A Comprehensive Guide To Product Design By Nick Babich.
- 23 Coaching Tools The Plan By Marty Cagan.
- 24 The dark side of expertise By Jake Edge.
- 25 Remote teams By Notion Team.
- 26 On narratives By Charlie Kindel.
- 27 Is your company product-led, sales-led, or marketing-led? By Philipp Cannons.
- 28 So You Wanted to be a Product Manager By Scott C. Reynolds.
- 29 The Black Box of Product Management By Brandon Chu.
- 30 The Art of Persuasion Hasn't Changed in 2,000 Years By Carmine Gallo.
- 31 Mastering Effective Communication as a Product Manager By Sachin Rekhi.
- 32 The Top 10 Deliverables of Product Managers By Sachin Rekhi.
- 33 Great Product Managers are "Outcome Thinkers" By Max Bennett.
- 34 <u>Product Management Mental Models for Everyone</u> By <u>Brandon Chu</u>.
- 35 How to Work with Designers By Julie Zhuo.
- 36 How to Work With Software Engineers By Ken Norton.
- 37 Breaking into Product Management Should you even consider it? By Shubhi Saxena
- 38 Virtuous Cycles, Platforms, Flywheels, Snowballs, and Tidal Waves By Charlie Kindel.
- 39 <u>Do you really understand the concept of product value?</u> by <u>Hubert Palan</u>.
- 40 How to Calculate Customer Lifetime Value By Clint Fontanella.

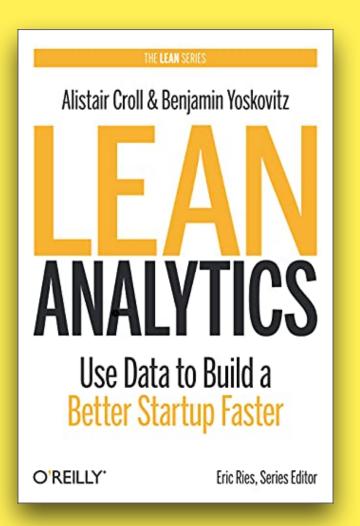
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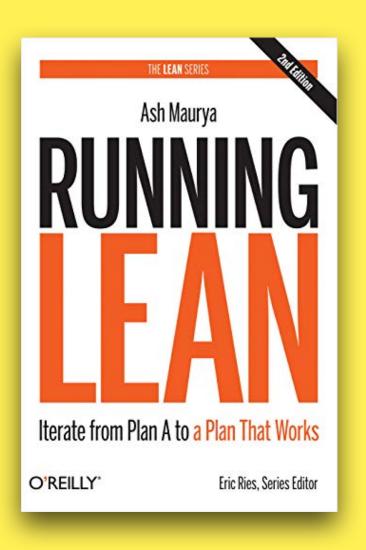
Book Recommendation

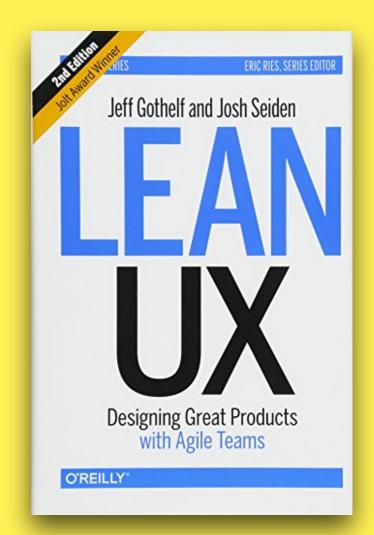


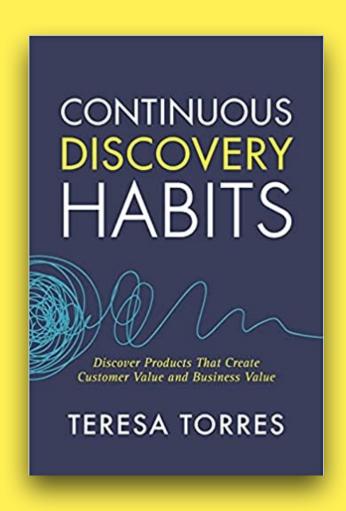


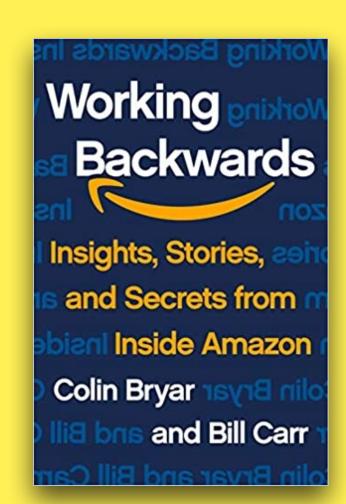


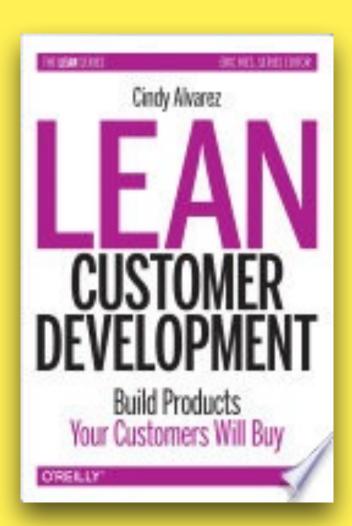


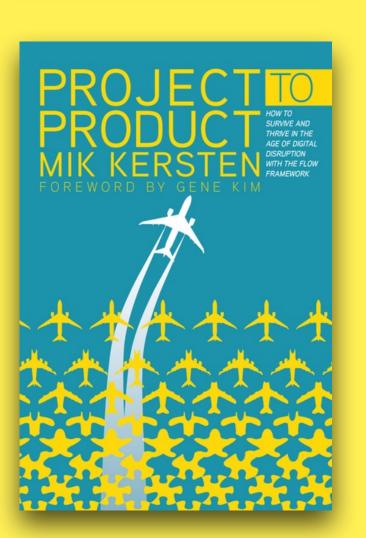




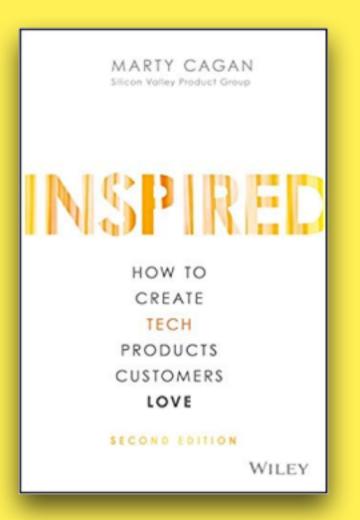


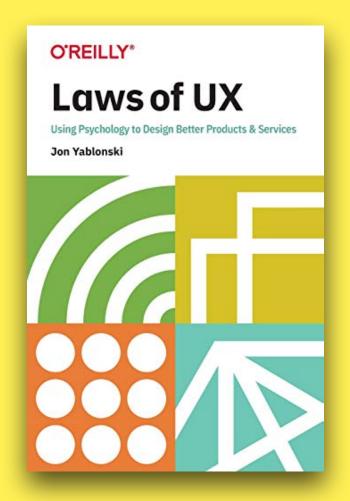


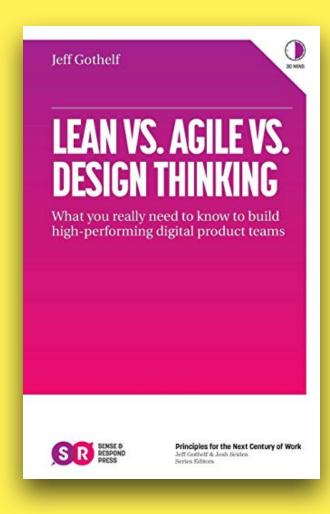




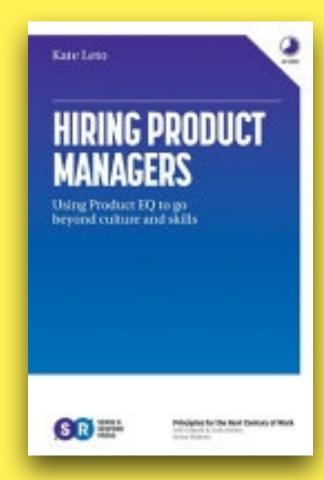


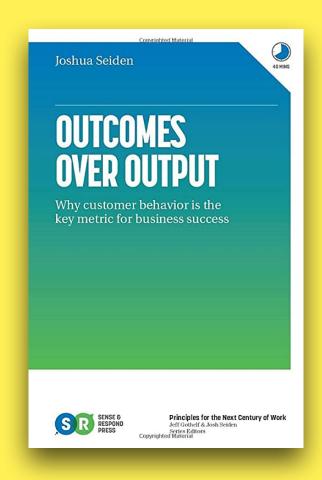


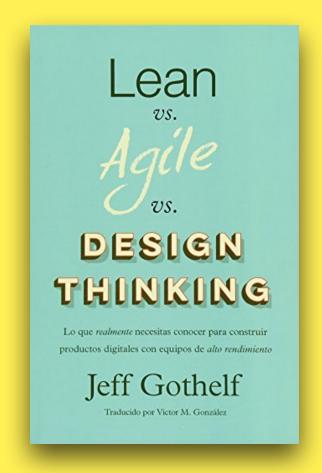


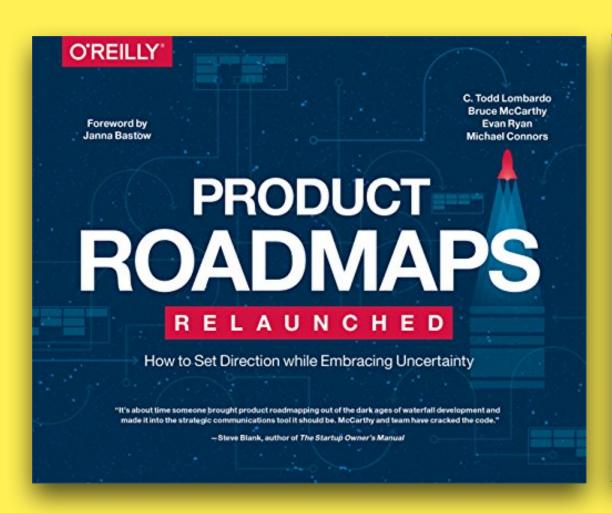


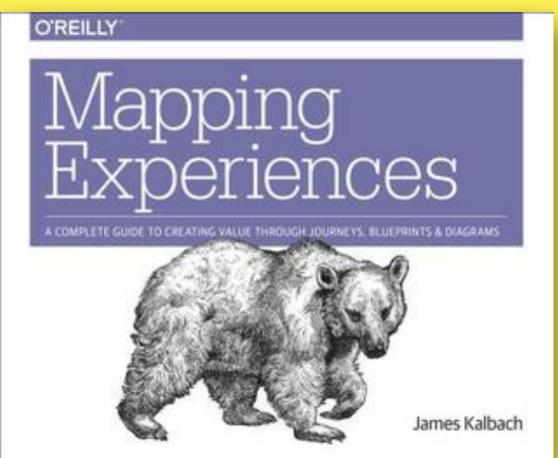


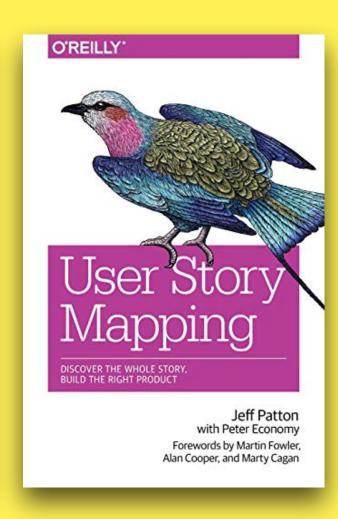


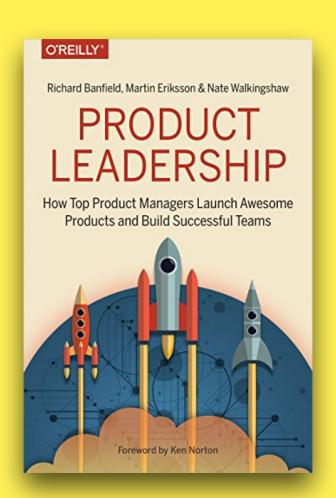


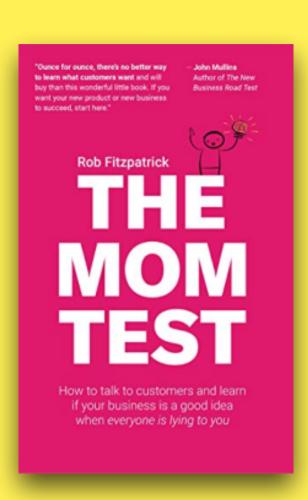












Thank you