

Decode Conquer Answers Management Interviews

The New York Times bestseller, now updated with new material on cyber attacks, digital sovereignty, and tech in a pandemic. From Microsoft's president and one of the tech industry's broadest thinkers, a frank and thoughtful reckoning with how to balance enormous promise and existential risk as the digitization of everything accelerates. "A colorful and insightful insiders' view of how technology is both empowering and threatening us. From privacy to cyberattacks, this timely book is a useful guide for how to navigate the digital future." —Walter Isaacson Microsoft president Brad Smith operates by a simple core belief: When your technology changes the world, you bear a responsibility to help address the world you have helped create. In *Tools and Weapons*, Brad Smith and Carol Ann Browne bring us a captivating narrative from the top of Microsoft, as the company flies in the face of a tech sector long obsessed with disruption as an end in itself, and in doing so navigates some of the thorniest issues of our time—from privacy to cyberwar to the challenges for democracy, far and near. As the tumultuous events of 2020 brought technology and Big Tech even further into the lives of almost all Americans, Smith and Browne updated the book throughout to reflect a changed world. With three new chapters on cybersecurity, technology and nation-states, and tech in the pandemic, *Tools and Weapons* is an invaluable resource from the cockpit of one of the world's largest tech companies.

Stand out from the crowd: You only get one chance to make a good impression. Put your best foot forward with a winning Project Management interview preparation guide. If your goal is to acquire a job as a Project Manager or Project Coordinator, you know you have to have the skills and the experience to keep the job, but do you know how to acquire the job in the first place. This short, comprehensive, easy-to-follow guide to winning the Project Manager interview aims to help you prepare yourself as the best candidate to stand out from the rest. Inside, you'll find: Winning answers, tips, and techniques that will instantly attract the attention of employers, recruiters, and corporate head-hunters Complete real-time scripted answers with no theory jargons Tips to help you sell your skills, brag about your attributes without sounding braggadocios, and detail your strengths so that they are more marketable and appealing to employers How to prepare for the interview start to end, designed specifically for the job you want Know what skills to specify and which to avoid Project management, Situations, skills-based questions and so much more! Whether you're fresh out of college or have years of experience in the Project Management field, this book is the quintessential, must-have guide to helping you acquire the job you've always wanted. If the job of your dreams is in your future, this must-have guide must be in your success toolkit. Buy your copy today and finally get the job you want!

Walk With Wings by Tene Edwards is a poetry collection split into five chapters: Monsoon Love, Winter Sorrow, Autumn Grace, Spring Resilient, and Summer Freedom. In short, poignant verses, Tene's poems are a compilation of reflections on her experiences, thoughts, and feelings through love, loss, pain, healing and resilience. The collection takes you through the life story of the author while offering advice, notes, and affirmations, which were written to empower the author during difficult times. *Walk With Wings* tells the story of Tene falling in love, making bad decisions, learning from her mistakes, and discovering how to love her life and herself.

Become the applicant Google can't turn down *Cracking the Tech Career* is the job seeker's guide to landing a coveted position at one of the top tech firms. A follow-up to *The Google Resume*, this book provides new information on what these companies want, and how to show them you have what it takes to succeed in the role. Early planners will learn what to study, and established professionals will discover how to make their skillset and experience set them apart from the crowd. Author Gayle Laakmann McDowell worked in engineering at Google, and interviewed over 120 candidates as a member of the hiring committee ? in this book, she shares her perspectives on what works and what doesn't, what makes you desirable, and what gets your resume saved or deleted. Apple, Microsoft, and Google are the coveted companies in the current job market. They field hundreds of resumes every day, and have their pick of the cream of the crop when it comes to selecting new hires. If you think the right alma mater is all it takes, you need to update your thinking. Top companies, especially in the tech sector, are looking for more. This book is the complete guide to becoming the candidate they just cannot turn away. Discover the career paths that run through the top tech firms Learn how to craft the perfect resume and prepare for the interview Find ways to make yourself stand out from the hordes of other applicants Understand what the top companies are looking for, and how to demonstrate that you're it These companies need certain skillsets, but they also want a great culture fit. Grades aren't everything, experience matters, and a certain type of applicant tends to succeed. *Cracking the Tech Career* reveals what the hiring committee wants, and shows you how to get it.

"The author makes a compelling case that we often start solving a problem before thinking deeply about whether we are solving the right problem. If you want the superpower of solving better problems, read this book." -- Eric Schmidt, former CEO, Google Are you solving the right problems? Have you or your colleagues ever worked hard on something, only to find out you were focusing on the wrong problem entirely? Most people have. In a survey, 85 percent of companies said they often struggle to solve the right problems. The consequences are severe: Leaders fight the wrong strategic battles. Teams spend their energy on low-impact work. Startups build products that nobody wants.

Organizations implement "solutions" that somehow make things worse, not better. Everywhere you look, the waste is staggering. As Peter Drucker pointed out, there's nothing more dangerous than the right answer to the wrong question. There is a way to do better. The key is reframing, a crucial, underutilized skill that you can master with the help of this book. Using real-world stories and unforgettable examples like "the slow elevator problem," author Thomas Wedell-Wedellsborg offers a simple, three-step method - Frame, Reframe, Move Forward - that anyone can use to start solving the right problems. Reframing is not difficult to learn. It can be used on everyday challenges and on the biggest,

trickiest problems you face. In this visually engaging, deeply researched book, you'll learn from leaders at large companies, from entrepreneurs, consultants, nonprofit leaders, and many other breakthrough thinkers. It's time for everyone to stop barking up the wrong trees. Teach yourself and your team to reframe, and growth and success will follow. Case Interview Questions for Tech Companies provides 155 practice questions and answers to conquer case interviews for the following tech roles: Marketing Operations Finance Strategy Analytics Business Development Supplier or Vendor Management ...and Product Management -- QUESTIONS COVERED IN THE BOOK Here are some of the questions covered in the book: Marketing Create a marketing campaign for Microsoft Office 365. Write a media statement to respond to Uber mischaracterizations voiced in a taxi leader's newspaper op-ed. Operations Describe how Apple's supply chain works. What challenges does Apple face on a day-to-day basis? What's the bottleneck for an Amazon Robot Picker? And what is the capacity of the assembly line, in units per hour? During the holiday season, Amazon customers shipped 200 orders per second. Amazon's data science team discovered that the average number of orders waiting to be shipped was 20,650. How long did the average Amazon order wait to be shipped? Finance What should Apple consider before implementing a shop-in-shop store inside Best Buy? If you projected a \$500M expense and the variance came in at \$1M, what are some of the explanations for why that is happening? Be prepared to give more than three scenarios. Business Development A car dealer partner wants to stop doing business with Uber. What should you do? How would you identify university faculty to source content for an online university? Strategy If you could open a Google store anywhere, where would it be and why? Give your analysis of several recent acquisitions that Google has made. Analytics What top metrics would you track for the Tinder online dating app? If 1,000 people opened the Uber app during one hour, how many cars do you need? Product Management Let's say we wanted to implement an Amazon Mayday-like feature in Gmail. How would that work? How would you any Microsoft product to a restaurant? AUTHOR BIO Lewis C. Lin, former Google and Microsoft executive, has trained thousands of candidates to get ready for tech interviews, using his proven interview techniques. Lewis' students have received offers from the most coveted firms including Google, Facebook, Uber, Amazon, Microsoft, IBM, Dell and HP. Lewis has a bachelor's in computer science from Stanford University and an MBA from Northwestern University's Kellogg School of Management. He's the author of several bestsellers including Interview Math, Rise Above the Noise as well as Decode and Conquer. HERE'S WHAT PEOPLE SAY ABOUT THE AUTHOR "Got the Amazon offer, with an initial package that was \$100K more than what I currently make at [a top 5 tech company]. It's a dream job for the role of Principal Product Manager for a [special project]. - Q.K. "Just signed the offer for a Google product marketing manager role. Your tips helped me relax and concentrate, so the time went by quickly even though it was really a tough interview." - D.E. "I had my in-person interviews down at Facebook last week and got my offer letter the next day! You were definitely a huge help in preparing for the interviews." - L.S.

Decode and ConquerAnswers to Product Management InterviewsDecode and ConquerAnswers to Product Management Interviews

Preparing for Product Interviews is a one-stop guide for anyone wishing to successfully ace a Product Management Interview and land a job in PM. The book contains sample interview cases for the different types of product cases, as well as information on how to get shortlisted for PM interviews. Apart from these, the book contains interviews with established Product Managers in the global technology industry, which will help you better understand the PM role.

NOTE: This is the NEWER 3rd edition for the book formerly titled PM Interview Questions. -- 164 Actual PM Interview Questions From the creator of the CIRCLES Method(TM), The Product Manager Interview is a resource you don't want to miss. The world's expert in product management interviews, Lewis C. Lin, gives readers 164 practice questions to gain product management (PM) proficiency and master the PM interview including: Google Facebook Amazon Uber Dropbox Microsoft Fully Solved Solutions The book contains fully solved solutions so readers can learn, improve and do their best at the PM interview. Here are questions and sample answers you'll find in the book: Product Design How would you design an ATM for elderly people? Should Google build a Comcast-like TV cable service? Instagram currently supports 3 to 15 second videos. We're considering supporting videos of unlimited length. How would you modify the UX to accommodate this? Pricing How would you go about pricing UberX or any other new Uber product? Let's say Google created a teleporting device: which market segments would you go after? How would you price it? Metrics Imagine you are the Amazon Web Services (AWS) PM in Sydney. What are the top three metrics you'd look at? Facebook users have declined 20 percent week over week. Diagnose the problem. How would you fix the issue? Ideal Complement to Decode and Conquer Many of you have read the PM interview frameworks revealed in Decode and Conquer, including the CIRCLES(TM), AARM(TM) and DIGS(TM) Methods. The Product Manager Interview is the perfect complement to Decode and Conquer. With over 160 practice questions, you'll see what the best PM interview responses look and feel like. Brand New Third Edition Many of the sample answers have been re-written from scratch. The sample answers are now stronger and easier to follow. In total, thousands of changes have made in this brand new third edition of the book. Preferred by the World's Top Universities Here's what students and staff have to say about the Lewis C. Lin: DUKE UNIVERSITY I was so touched by your presentation this morning. It was really helpful. UNIVERSITY OF MICHIGAN I can say your class is the best that I have ever attended. I will definitely use knowledge I learned today for future interviews. COLUMBIA UNIVERSITY I'd like to let you know that your workshop today is super awesome! It's the best workshop I have been to since I came to Columbia Business School. Thank you very much for the tips, frameworks, and the very clear and well-structured instruction! UNIVERSITY OF TEXAS AT AUSTIN I wanted to reiterate how much I enjoyed your workshops today. Thank you so much for taking time out and teaching us about these much-needed principles and frameworks. I actually plan to print out a few slides and paste them on my walls! CARNEGIE MELLON UNIVERSITY I'm a very big admirer of your work. We, at Tepper, follow your books like the Bible. As a former associate product manager, I was able to connect your concepts back to my work experience back and Pragmatic Marketing training. I'm really looking forward to apply your teachings. 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.

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

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.

How many pizzas are delivered in Manhattan? How do you design an alarm clock for the blind? What is your favorite piece of software and why? How would you launch a video rental service in India? This book will teach you how to answer these questions and more. Cracking the PM Interview is a comprehensive book about landing a product management role in a startup or bigger tech company. Learn how the ambiguously-named "PM" (product manager / program manager) role varies across companies, what experience you need, how to make your existing experience translate, what a great PM resume and cover letter look like, and finally, how to master the interview: estimation questions, behavioral questions, case questions, product questions, technical questions, and the super important "pitch."

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. 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.

Attempting to land a new job in product management is daunting. For starters, there have been no comprehensive blueprints for success. The interview process is grueling. Few candidates receive offers. Product Sense is the only comprehensive, yet accessible, resource available to help navigate a complex process and succeed in a hyper-competitive market. What will you learn from this book? The required PM common traits - ones that all PMs need to embody to get a job (regardless of industry, company, or product). The single, most crucial PM problem -What it is, why it is key to the role, and how to tackle it in four steps. Master our brand new "Compass Framework" - We designed our own proprietary interview framework from the ground up, which you can use to navigate product sense, execution, and leadership PM interview questions. How to get a job - A step-by-step hand-holding on what to do to land the most desired roles. Including take-home assignments, recruiter & hiring manager screens, and crafting your unique narrative - your PM Superpower. What's also inside? A detailed breakdown of the hiring criteria for PMs at FAANG and other tech companies Super-detailed example answers to tough PM interview case questions. An inside look at PM. Dozens of first-hand stories, interviews, real life examples, and no-fluff advice A robust glossary of PM terms used throughout the industry for easy reference This book will benefit those who are considering becoming PMs, those who are attempting to switch into product management from another role, or folks who are already PMs but want to be most prepared when applying for a new job. Here's what readers say about Product Sense: "Product Sense helped me understand if PM is the right career path for me. Easy to read, clear, concise, and jam-packed full of insight and examples that illustrate all the concepts, this is the perfect starting point for anyone new to the field, and goes well beyond that for those looking to advance their career." "Peter is one of the best strategic and tactical product minds I've ever worked with. For that reason, I'm not at all surprised that what he and Braxton have written here is a definitive guide to Product Management in today's ultra-competitive market." "After reading Cracking the PM Interview, I was still lost as to how to structure my answers to case questions. While I understand that there is no "right way" to answer these interview questions, I appreciated that Product Sense gave me firm and clear guidance, walking me through the basics of PM thinking and how to adopt it in my interview answers. It was reassuring to see that the best mock interviews have all of the elements of Product Sense's Compass Framework. If CTPMI is the first step to prepare for landing a PM Role, then Product Sense is definitely the second step."

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.

A brand new book from Amazon.com best-selling author Lewis C. Lin **Be the Greatest Product Manager Ever** is the playbook on how you can move up the PM career ladder. This book is suitable for PMs of all levels from individual contributors to senior executives. Features the **ESTEEM Method(TM)**, six proven skills to get the career you want **Be the Greatest Product Manager Ever** features Lewis C. Lin's brand-new career management framework: the **ESTEEM Method(TM)**. The **ESTEEM Method(TM)** details, for the first time ever, the six core competencies you need to move up in your PM career: Execution Superior Communication Skills Tactical Awareness Extraordinary Mental Toughness Exceptional Team Builder Moonshot Vision Unlike other books, Lin explains not only why but also how. In other words, Lin will reveal his secret frameworks, tools, and wisdom to strengthen your **ESTEEM(TM)** competencies including: How to Start Every New Job How to Start Every New Job How to Figure Out What to Do How Stuff Gets Done: System 1 and 2 How to Sound Authoritative Like a Professor How to Establish Your Value How to Get Others to Do What You Want How to Play Office Politics The One Interview Question You Need to Ask Explain Why Your New Direct Reports Will Struggle How to **SCAMPER** Your Way to a Moonshot Vision Why the Best Visionaries Get into Technical Details If you've ever wondered what you need to do move up the PM career ladder, Lin provides the secret tools, frameworks, and wisdom to make it to the top from PM to CEO.

In **The Marketing Interview**, Lewis C. Lin gives an industry insider's perspective on how to answer the most common and difficult marketing interview questions. The book will reveal: Answers to marketing interview questions Frameworks on how to tackle marketing case questions Biggest mistakes marketing candidates make at the interview Understand what interviewers are looking for, why they're looking for it, and how to deliver it This book is ideal for anyone who is interviewing any marketing role, including the most coveted roles in CPG, Tech, and Financial Services: CPG: P&G, Clorox, Kraft, Heinz, Nestle, Pepsi, Colgate, S.C. Johnson, Unilever, Reckitt Benckiser, Hershey Foods, Campbell Soup Company Tech: Apple, Amazon, Google, Facebook, Microsoft, Uber, Dell, HP, IBM, Cisco, Paypal, Yelp, Airbnb, Pinterest Financial Services: American Express, Visa, Citi, HSBC, UBS, Barclays, Santander, Standard Chartered, And more... Questions and answers covered in the book include: What promotional strategies would you use for a Honey Nut Cheerios campaign? Develop a social good campaign for Teavana. Should Hidden Valley increase the price of its ranch dressing? Kit Kat sales declined year-over-year. Why is that, and what would you do to address it? Tell me about a terrible product that's marketed well. And more... This new second edition includes chapters on digital marketing including: A/B Testing Landing Page Testing Lead Scoring And more...

We've all heard stories of amazing product successes: the brilliant college kid who started a business in his dorm room; the team who built a business from the back of a napkin with just a few friends and sold it for millions. Yet for every amazing success story, there are thousands of stories of products that went nowhere. Most of us aren't looking at billion-dollar valuations; we're not looking for an exit. Instead we have a few ideas -- some innovative, some not -- and we're trying to determine which to pursue. Likely, you're working for a company today and you need a step-by-step approach to turn ideas, regardless of their source, into businesses. In **Turn Ideas into Products**, author Steve Johnson introduces a nimble idea-to-market process with strong emphasis on personal experience with customers. From business planning to product launch, this approach for managing products empowers your product team to work smarter and collaborate better with colleagues and customers.

Written by bestselling author and salary negotiation expert, Lewis C. Lin, **71 Brilliant Salary Negotiation Email Samples** reveals how you can get the salary you deserve with easy-to-use email samples and phone scripts. It covers important negotiation scenarios including: Raises Base salaries Bonuses Stock options Early review More vacation time Flexible hours Relocation assistance Tuition reimbursement Severance package Visa sponsorship Unlike other negotiation books, you will never be left guessing how to apply a negotiation theory or principle. The book tells how to phrase your negotiation request, including the exact words to use. With these email samples, you'll gain the peace of mind that your salary negotiation request will come across as professional and courteous, while getting the results you want. Special **BONUSES** include: The magical **ONE MINUTE** salary negotiation script Frequently asked questions about the negotiation process, including common mistakes and **SECRET** tactics Six bonus email and phone scripts for **RECRUITERS** and **HIRING MANAGERS** to close candidates

Product management is a big role, and this a big book. From the authors of the best-selling **Cracking the PM Interview** comes the comprehensive guide to the skills, frameworks, and practices to become a great product manager. It will help you level-up your skills and career from your first product management role through product leadership. You'll learn how to: * Design high-quality products that delight users and solve people's needs.* Run and deliver your projects quickly, smoothly, and effectively.* Create product visions and strategies to set direction and optimize for long-term impact.* Lead people and influence without authority.* Manage people, develop great PMs, build great teams, and create great product organizations.* Manage your career so you can translate your efforts into the recognition you deserve. This book will teach you the reliable frameworks and best

practices that improve your chances of shipping a successful product. The frameworks won't transform you into a great product manager overnight or guarantee that your products never fail, but they'll help you avoid the most common problems and give you the structure to start experimenting, reflecting, and improving. Topics include: * Getting Started: the product life cycle; the first 90 days * Product Skills: user research; A/B tests; problem solving frameworks; systems thinking; product discovery; design sprints; ethical product design; technical terms and concepts; product documentation (specs and PRDs) * Execution Skills: agile project management; minimum viable products (MVPs); incremental development; product launches; time management; overcoming obstacles * Strategic Skills: product vision; strategy; roadmaps; goals and OKRs * Leadership Skills: growth mindset; ownership mentality; influencing without authority; stakeholder management; collaboration; communication; inspiring a team; mentoring; working with designers, engineers, and executives * People Management Skills: becoming a people manager; being a member of the leadership team; reviewing work; holding people accountable; coaching and development; recruiting and interviewing; product processes; organizational structures * Careers: career ladders; career goals; partnering with your manager; picking the right team; negotiations; networking; handling bad situations; career options beyond PM

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.

In "Rise Above the Noise," the author gives an industry insider's perspective on how to answer the most common and difficult marketing interview questions. The book will reveal: Answers to marketing interview questions Frameworks on how to tackle marketing case questions Biggest mistakes marketing candidates make at the interview Understand what interviewers are looking for, why they're looking for it, and how to deliver it Questions and answers covered in the book include: What promotional strategies would you use for a Honey Nut Cheerios campaign? Develop a social good campaign for Teavana. Should Hidden Valley increase the price of its ranch dressing? Kit Kat sales declined year-over-year. Why is that, and what would you do to address it? Tell me about a terrible product that's marketed well. "And more..."

"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!

Written by bestselling author and salary negotiation expert, Lewis C. Lin, Five Minutes to a Higher Salary reveals how you can get a higher salary in five minutes or less. Easily get higher salary outcomes by using the book's scripted email and phone templates for over 60 negotiation scenarios. Unlike other negotiation books, you will never be left guessing how to apply a negotiation theory or principle. The book tells how to phrase your negotiation request, including the exact words to use. Scenarios covered include negotiating: Raises Base salaries Bonuses Stock options Early review More vacation time Flexible hours Relocation assistance Tuition reimbursement Severance package Visa sponsorship Special BONUSSES include: The magical ONE MINUTE salary negotiation script Frequently asked questions about the negotiation process, including common mistakes and SECRET tactics Six bonus email and phone scripts for RECRUITERS and HIRING MANAGERS to close candidates

NOTE: This is the OLDER 1st edition. The NEWER 2nd edition, re-titled as PM Interview Questions, is available here: <http://amzn.to/2crIN1l> ----- Over 160 Real PM Interview Workbook from Top Tech Companies The world's expert in product management interviews, Lewis C. Lin, gives readers over 160 practice questions to gain product management (PM) proficiency and master the PM interview. The PM Interview Workbook is a resource you don't want to miss. It contains over 160 actual questions from top tech companies including: Google Facebook Amazon Uber Dropbox Microsoft Fully Solved Solutions The book contains fully solved solutions so readers can learn, improve and do their best at the PM interview. Here are some questions and sample answers you'll find in the book: Product Design How would you design an ATM for elderly people? Should Google build a Comcast-like TV cable service? Instagram currently supports 3 to 15 second videos. We're considering supporting videos of unlimited length. How would you

modify the UX to accommodate this? Pricing How would you go about pricing UberX or any other new Uber product? Let's say Google created a teleporting device: which market segments would you go after? How would you price it? Metrics Imagine you are the Amazon Web Services (AWS) PM in Sydney. What are the top three metrics you'd look at? Facebook users have declined 20 percent week over week. Diagnose the problem. How would you fix the issue? The Perfect Complement to Cracking the PM Interview or Decode and Conquer Many of you enjoyed reading about the PM interview frameworks revealed in Cracking the PM Interview as well as Decode and Conquer, including the CIRCLES(tm), AARM(tm) and DIGS(tm) Methods. The PM Interview Workbook is the perfect complement to both books. With over 160 practice questions, you'll see what the best PM interview responses look and feel like.

A guide to using social media to find a job that explains the benefits of using sites like LinkedIn, Twitter, and Facebook for networking, offers tips on creating an effective online profile, discusses how to develop a personal online brand, and includes other helpful job search strategies.

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!

The System Design Interview, by Lewis C. Lin and Shivam P. Patel, is a comprehensive book that provides the necessary knowledge, concepts, and skills to pass your system design interview. It's written by industry professionals from Facebook & Google. Get their insider perspective on the proven, practical techniques for answering system design questions like Design YouTube or Design a TinyURL solution. Unlike others, this book teaches you exactly what you need to know. FEATURING THE PEDALS METHOD?, THE BEST FRAMEWORK FOR SYSTEM DESIGN QUESTIONS The book revolves around an effective six-step process called PEDALS:- Process Requirements- Estimate- Design the Service- Articulate the Data Model- List the Architectural Components- Scale PEDALS demystifies the confusing system design interview by breaking it down into manageable steps. It's almost like a recipe: each step adds to the next. PEDALS helps you make a clear progression that starts from zero and ends with a functional, scalable system. The book explains how you can use PEDALS as a blueprint for acing the system design interview. The book also includes detailed examples of how you can use PEDALS for the most popular system design questions, including:- Design YouTube- Design Twitter- Design AutoSuggest- Design a TinyURL solution ALSO COVERED IN THE BOOK-What to expect and what interviewers look for in an ideal answer- How to estimate server, storage, and bandwidth needs- How to design data models and navigate discussions around SQL vs. NoSQL- How to draw architecture diagrams- How to build a basic cloud architecture- How to scale a cloud architecture for millions of users- Learn the best system strategies to reduce latency, improve efficiency, and maintain security- Review of technical concepts including CAP Theorem, Hadoop, and Microservices

Interview Math provides over 50 practice problems and answers to help job seekers master quantitative interview questions including: Market Sizing Revenue Estimates Profitability Breakeven Pricing Customer Lifetime Value If you're interviewing at one of the highly sought after positions below, you'll need to master these interview math questions: Management Consulting: McKinsey, Bain, Boston Consulting Group, Deloitte General Management: Capital One, Taser Marketing: General Mills, Google, Hershey Software Engineering: Goldman Sachs, Microsoft Finance: American Airlines, Best Buy, JetBlue You'll learn interview math concept and principles - and then master those concepts with over 50 practice questions filled with detailed answers. After going through the book, candidates will feel knowledgeable, confident, relaxed and ready to tackle interview math questions.

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 values-first approach to implementing Agile practices Stories that convey realities of product management in the field Common behavioral traps that turn good product managers bad

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 intent of this book is to prepare someone for a successful interview and securing a project management job. Additionally, there is a section for aspiring PM's that want to build a career in the project management area. This is one ambiguous piece of this world and some light is thrown in this section for those questions. This book is not a comprehensive guide for either doing a PMP/CAPM or any such certification. What you need to know about the author. The author of the book is PMP and Scrum Certified Program Manager that has been in the IT field for about 17 years. She has driven several cross functional, large, complex projects to completion successfully. You can know more from her blog www.careerbuggy.com. What will this book do for you? This book is written with a pure and sole intention of helping the project managers crack the interview successfully. Being a PM is one thing and being successful in every interview is another. As any software professional, one can prove their skills only if they can get past the hump of an interview. This book is written for each and everyone that are looking for a strong knowledge base for a common, yet unique set of hard Project Manager interview questions. What differentiates this book from others in the same subject. This book is written as a guide and guidance to aspiring or experienced Project Managers and is a short, concise, straight forward practical advice with clear examples for each question. With short and clear practical examples, this book is unique in the subject area.

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

Land that Dream Product Manager Job...TODAY Seeking a product management position? Get Decode and Conquer, the world's first book on preparing you for the product management (PM) interview. Author and professional interview coach, Lewis C. Lin provides you with an industry insider's perspective on how to conquer the most difficult PM interview questions. Decode and Conquer reveals: Frameworks for tackling product design and metrics questions, including the CIRCLES Method(tm), AARM Method(tm), and DIGS Method(tm) Biggest mistakes PM candidates make at the interview and how to avoid them Insider tips on just what interviewers are looking for and how to answer so they can't say NO to hiring you Sample answers for the most important PM interview questions Questions and answers covered in the book include: Design a new iPad app for Google Spreadsheet. Brainstorm as many algorithms as possible for recommending Twitter followers. You're the CEO of the Yellow Cab taxi service. How do you respond to Uber? You're part of the Google Search web spam team. How would you detect duplicate websites? The billboard industry is under monetized. How can Google create a new product or offering to address this? Get the Book that's Recommended by Executives from Google, Amazon, Microsoft, Oracle & VMWare...TODAY

Former Google Interviewer Reveals How to Get Multiple Job Offers Have an upcoming product manager interview? Perhaps for Google, Facebook, Amazon, or Uber? If so, find out secrets to getting multiple job offers with the world's #1 author on product management interviews: Lewis C. Lin. Secrets of the Product Manager Interview shares what to expect in your product management interviews and how to prepare. Collecting 10+ years of questions from his readers, clients, and workshop attendees, the author answers and reveals his interview secrets in a single book. The Ideal Companion to Decode and Conquer as well as PM Interview Questions Many of you enjoyed reading about the PM interview frameworks revealed in Decode and Conquer, including the CIRCLES(TM), AARM(TM) and DIGS(TM) Methods. And others enjoyed Product Manager Interview Questions for the 160+ practice questions. Secrets of the Product Manager Interview takes a different approach. It's not focused on frameworks or practice questions. Instead, it's everything you need to know about product manager interviews. You'll get his secrets on: What to expect at the interview The best way to prepare How to get the first PM job How to interpret interviewer feedback And more...

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