Lean Startups For Social Change The Revolutionary Path To Big Impact

A handbook for navigating the emerging economy shares practical advice for identifying opportunities and building a fulfilling career, sharing real-life success stories and step-by-step exercises that explain how to achieve financial autonomy and capitalize on global changes. Original. 25,000 first printing.

Nudge meets Hooked in a practical approach to designing products and services that change behavior, from what we buy to how we work. Deciding what to create at modern companies often looks like an episode of Mad Men: people throw ideas around until one sounds sexy enough to execute and then they scale it to everyone. The result? Companies overspend on marketing to drive engagement with products and services that people don't want and won't help them be happier and healthier. Start at the End offers a new framework for design, grounded in behavioral science. Technology executive and behavioral scientist Matt Wallaert argues that the purpose of everything is behavior change. By starting with outcomes instead of processes, the most effective companies understand what people want to do and why they aren't already doing it, then build products and services to bridge the gap. Wallaert is a behavioral psychologist who has led product design at organizations ranging from startups like Clover Health to industry leaders such as Microsoft. Whether dissecting the success behind Uber's ridesharing service or Flamin' Hot Cheetos, he underscores with clarity and humor how this approach can improve the way we work and live. This is an essential roadmap for building

products that matter--and changing behavior for the better.

How can startups successfully scale customer acquisition and revenue growth with a Lean team? Out-of-the-box acquisition solutions from Facebook, Google, and others provide a good start, but the companies that can tailor those solutions to meet their specific needs, objectives, and goals will come out winners. But that hasn't been an easy task—until now. With this practical book, author Lomit Patel shows you how to use AI and automation to provide an operational layer atop those acquisition solutions to deliver amazing results for your company. You'll learn how to adapt, customize, and personalize cross-channel user journeys to help your company attract and retain customers—to usher in the new age of Autonomous Marketing. Learn how AI and automation can support the customer acquisition efforts of a Lean Startup Dive into Customer Acquisition 3.0, an initiative for gaining and retaining customers Explore ways to use AI for marketing purposes Understand the key metrics for determining the growth of your startup Determine the right strategy to foster user acquisition in your company Manage the increased complexity and risk inherent in AI projects

Meet the social entrepreneurs who are using business to disrupt the status quo and rebuild their communities Our communities are facing the fallout from the demise of vital industry, bankrupt economies, bad policy or policing, and political mismanagement. People are looking for answers, and the "same old" simply won't do. In the Business of Change is a practical and inspirational guide that showcases how social entrepreneurs from places such as New York, Chicago, Los Angeles, San Francisco, and Vancouver, who are weary of waste, injustice, and government inaction, are using business savvy to tackle challenges in their communities. Part storytelling, part lessons learned, coverage includes: Profiles of remarkable individuals and

companies in such diverse sectors as employment, food, art, education, and social justice An overview of lessons learned and real impacts on the ground Tips for getting started, connecting to the local community, and scaling up. In the Business of Change is for everyone who wants to rebuild their communities and believes that business can be a powerful, positive force for change.

Traction. Startups Need It. Learn How To Get It. Vision, groundbreaking ideas, total commitment, and boundless enthusiasm characterize most startups, but they require capital to go from promising product to scalable business. More than 80 percent of all early-stage startups fail. Most of them can build a product, but the vast majority stumble when it comes time to take those products to market due to poor "market engineering" skills. Traversing the Traction Gap exposes the reasons behind that scary failure rate and provides a prescriptive how-to guide, focused specifically on market engineering techniques, so startups can succeed. The go-to-market hurdle is insurmountable to many startups. Just when they most need to establish a foothold in the market, they run short on time and money. This is the Traction Gap, that period of time introducing a new product into the marketplace and being able to scale it during a rapidly closing window of opportunity. Traversing the Traction Gap is a practical guidebook for navigating the tumultuous early life of a startup. Based on real-life examples, the advice from Cleveland and the members of the Wildcat Venture Partners team provides a roadmap and metrics for succeeding where others have failed.

The best entrepreneurs balance brilliant business ideas with a rigorous commitment to serving their customers' needs. If you read nothing else on entrepreneurship and startups, read these 10 articles by experts in the field. We've combed through hundreds of articles in the Harvard

Business Review archive and selected the most important ones to help you build your company for enduring success. Leading experts and practitioners such as Clayton Christensen, Marc Andreessen, and Reid Hoffman provide the insights and advice that will inspire you to: Understand what makes entrepreneurial leaders tick Know what matters in a great business plan Adopt lean startup practices such as business model experimentation Be prepared for the race for scale in Silicon Valley Better understand the world of venture capital--and know what you'll get along with VC funding Take an alternative approach to entrepreneurship: buy an existing business and run it as CEO This collection of articles includes "Hiring an Entrepreneurial Leader," by Timothy Butler; "How to Write a Great Business Plan," by William A. Sahlman; "Why the Lean Start-Up Changes Everything," by Steve Blank; "The President of SRI Ventures on Bringing Siri to Life," by Norman Winarsky; "In Search of the Next Big Thing," an interview with Marc Andreessen by Adi Ignatius; "Six Myths About Venture Capitalists," by Diane Mulcahy; "Chobani's Founder on Growing a Start-Up Without Outside Investors," by Hamdi Ulukaya; "Network Effects Aren't Enough," by Andrei Hagiu and Simon Rothman; "Blitzscaling," an interview with Reid Hoffman by Tim Sullivan; "Buying Your Way into Entrepreneurship," by Richard S. Ruback and Royce Yudkoff; and "The Founder's Dilemma," by Noam Wasserman.

The two main ways that people try to solve their toughest group, community and societal problems are fundamentally flawed. They either push for what they want at all costs--in it's most extreme form this means war--or try to completely avoid conflict, sweeping problems under the rug in the name of a superficial "peace." But there is a better way: combining these two seemingly contradictory approaches. Adam Kahane argues that each is a reflection of two

distinct, fundamental drives: power, the single-minded desire to achieve one's solitary purpose; and love, the drive towards unity. They are inextricable parts of human nature, so to achieve lasting change you have to able to work fluidly with both. In fact, each needs the other. As Martin Luther King put it, "Power without love is reckless and abusive, and love without power is sentimental and anemic." Kahane delves deeply in the dual nature of power and love, exploring their complex and intricate interplay. With disarming honesty he relates how, through trial and error, he learned to balance between them, shifting from one to the other as though learning to walk--at first falling, then stumbling forward, and finally moving purposefully toward true, lasting reconciliation and progress. For the last 20 years Kahane has worked around the world on a variety of challenges: economic development, food security, health care, judicial reform, peace making, climate change. He has worked with diverse teams of leaders--executives and politicians, generals and guerillas, civil servants and trade unionists, community activists and United Nations officials, clergy and artists. He has seen, up close and personal, examples of inspiring progress and terrifying regress. Power and Love reports what he has learned from these hard-won experiences.
Lean Startups for Social ChangeThe Revolutionary Path to Big ImpactBerrett-Koehler Publishers
The Mom Test is a quick, practical guide that will save you time, money, and heartbreak. They say you shouldn't ask your mom whether your business is a good idea, because she loves you and will lie to you. This is technically true, but it misses the point. You shouldn't ask anyone if your business is a good idea. It's a bad question and everyone will lie to you at least a little . As a matter of fact, it's not their responsibility to tell you the truth. It's your responsibility to find it

and it's worth doing right . Talking to customers is one of the foundational skills of both Customer Development and Lean Startup. We all know we're supposed to do it, but nobody seems willing to admit that it's easy to screw up and hard to do right. This book is going to show you how customer conversations go wrong and how you can do better.

"Scaling Lean offers an invaluable blueprint for modeling startup success. You'll learn the essential metrics that measure the output of a working business model, give you the pulse of your company, communicate its health to investors, and enable you to make precise interventions when things go wrong, "--Amazon.com.

With business advice from an expert entrepreneur, learn how to identify and leverage the key factors that will bring sustainability and success to your startup. Kathleen Kelly Janus, a lecturer at the Stanford University Program on Social Entrepreneurship and the founder of the successful social enterprise Spark, set out to investigate what makes a startup succeed or fail. She surveyed more than 200 high-performing social entrepreneurs and interviewed dozens of founders. Social Startup Success shares her findings for the legions of entrepreneurs working for social good, revealing how the best organizations get over the revenue hump. How do social ventures scale to over $2 million, Janus's clear benchmark for a social enterprise's sustainability? ?Janus, tapping into strong connections to the Silicon Valley world where many of these ventures are started or and/or funded, reveals insights from key figures such as DonorsChoose founder Charles Best, charity:water's Scott Harrison, Reshma Saujani of Girls Who Code and many others. Social Startup Success will be social entrepreneurship's essential playbook; the first definitive guide to solving the problem of scale.

How do you develop products that people will actually use and buy? This practical guide shows

you how to validate product and company ideas through customer development research—before you waste months and millions on a product or service that no one needs or wants. With a combination of open-ended interviewing and fast and flexible research techniques, you'll learn how your prospective customers behave, the problems they need to solve, and what frustrates and delights them. These insights may shake your assumptions, but they'll help you reach the "ah-ha!" moments that inspire truly great products. Validate or invalidate your hypothesis by talking to the right people Learn how to conduct successful customer interviews play-by-play Detect a customer's behaviors, pain points, and constraints Turn interview insights into Minimum Viable Products to validate what customers will use and buy Adapt customer development strategies for large companies, conservative industries, and existing products

The Ultimate Guide to Dropshipping is a complete guide on how to create and run a successful dropshipping business. "This is by far the best book on dropshipping available. You will will learn everything you need to know about finding a product, setting up an online store and growing your business." (Sean Work, Director of Marketing, KISSmetrics) "Andrew and Mark have written a comprehensive, no-BS guide to dropshipping. Essential reading for anyone considering this type of retail." (Chandra Clark, Founder & President, Scribendi) "These guys distill everything you need to know about dropshipping. It's a must read if you want practical advice and a clear blueprint to help you grow your business." (Valerie Khoo, National Director, Australian Writers' Centre) "Holy jeez - I wish these guys had written this 7 years ago.... I can say that the advice in this book is spot on."

It feels like our world is spinning out of control. We see poverty, disease, and destruction all

around us, and as we search for ways to make sense of the chaos, we're turning to new disciplines for answers and solutions. New, creative innovations are needed, and these new approaches demand different methods and different theories. This book is presented as a handbook for teaching and learning how to design for impact. In it, you'll learn how to apply the process of design to large, wicked problems, and how to gain control over complexity by acting as a social entrepreneur. You'll learn an argument for why design is a powerful agent of change, and you'll read practical methods for engaging with large-scale social problems. You can read this entire book online for free at http://www.wickedproblems.com/

Now available in paperback—with a new preface and interview with Jessica Livingston about Y Combinator! Founders at Work: Stories of Startups' Early Days is a collection of interviews with founders of famous technology companies about what happened in the very earliest days. These people are celebrities now. What was it like when they were just a couple friends with an idea? Founders like Steve Wozniak (Apple), Caterina Fake (Flickr), Mitch Kapor (Lotus), Max Levchin (PayPal), and Sabeer Bhatia (Hotmail) tell you in their own words about their surprising and often very funny discoveries as they learned how to build a company. Where did they get the ideas that made them rich? How did they convince investors to back them? What went wrong, and how did they recover? Nearly all technical people have thought of one day starting or working for a startup. For them, this book is the closest you can come to being a fly on the wall at a successful startup, to learn how it's done. But ultimately these interviews are required reading for anyone who wants to understand business, because startups are business reduced to its essence. The reason their founders become rich is that startups do what businesses do—create value—more intensively than almost any other part of the economy.

How? What are the secrets that make successful startups so insanely productive? Read this book, and let the founders themselves tell you.

Offers six sample business models and thirty case studies to help build and monetize a business.

An I Weigh Book Club Pick "I have been a fan of Henry's work for a long time and I'm excited for more people to see it." —Jameela Jamil From the creator of Drawings of Dogs, a warmly illustrated and thoughtful examination of empathy and the necessity of being kinder The kindness we owe one another goes far beyond the everyday gestures of feeding someone else's parking meter--although it's important not to downplay those small acts. Kindness can also mean much more. In this timely, insightful guide, Henry James Garrett lays out the case for developing a strong, courageous, moral kindness, one that will help you fight cruelty and make the world a more empathetic place. So, how could a book possibly make you kinder? It would need to answer two questions: • Why are you kind at all? and, • Why aren't you kinder? In these pages, building on his academic studies in metaethics and using his signature-sweet animal cartoons, Henry James Garrett sets out to do just that, exploring the sources and the limitations of human empathy and the many ways, big and small, that we can work toward being our best and kindest selves for the people around us and the society we need to build. Entrepreneur and bestselling author of The Lean Startup, Eric Ries reveals how entrepreneurial principles can be used by businesses of all kinds, ranging from

established companies to early-stage startups, to grow revenues, drive innovation, and transform themselves into truly modern organizations, poised to take advantage of the enormous opportunities of the twenty-first century. In The Lean Startup, Eric Ries laid out the practices of successful startups – building a minimal viable product, customer-focused and scientific testing based on a build-measure-learn method of continuous innovation, and deciding whether to persevere or pivot. In The Startup Way, he turns his attention to an entirely new group of organizations: established enterprises like iconic multinationals GE and Toyota, tech titans like Amazon and Facebook, and the next generation of Silicon Valley upstarts like Airbnb and Twilio. Drawing on his experiences over the past five years working with these organizations, as well as nonprofits, NGOs, and governments, Ries lays out a system of entrepreneurial management that leads organizations of all sizes and from every industry to sustainable growth and long-term impact. Filled with in-the-field stories, insights, and tools, The Startup Way is an essential road map for any organization navigating the uncertain waters of the century ahead.

Matt Mochary coaches the CEOs of many of the fastest-scaling technology companies in Silicon Valley. With The Great CEO Within, he shares his highly effective leadership and business-operating tools with any CEO or manager in the world. Learn how to efficiently scale your business from startup to corporation by implementing a system of accountability, effective problem-solving, and transparent feedback. Becoming a great

CEO requires training. For a founding CEO, there is precious little time to complete that training, especially at the helm of a rapidly growing company. Now you have the guidance you need in one book.

Presents information how to spot and sidestep roadblocks on the entrepreneurial journey and sets readers on a path to startup success.

The social sector is undergoing a major transformation. We are witnessing an explosion in efforts to deliver social change, a burgeoning impact investing industry, and an unprecedented intergenerational transfer of wealth. Yet we live in a world of rapidly rising inequality, where social sector services are unable to keep up with societal need, and governments are stretched beyond their means. Alnoor Ebrahim addresses one of the fundamental dilemmas facing leaders as they navigate this uncertain terrain: performance measurement. How can they track performance towards worthy goals such as reducing poverty, improving public health, or advancing human rights? What results can they reasonably measure and legitimately take credit for? This book tackles three core challenges of performance faced by social enterprises and nonprofit organizations alike: what to measure, what kinds of performance systems to build, and how to align multiple demands for accountability. It lays out four different types of strategies for managers to consider—niche, integrated, emergent, and ecosystem—and details the types of performance measurement and accountability systems best suited to each. Finally, this book examines the roles of funders such as impact investors,

philanthropic foundations, and international aid agencies, laying out how they can best enable meaningful performance measurement.

Offers a systematic approach to product/market fit, discussing customer involvment, optimal time to obtain funding, and when to change the plan.

Nonprofits and the social sectors are taking on an increasing share of the world's most vital work. Make sure your organization is ready for the challenge. If you read nothing else on nonprofits and the social sectors, read these 10 articles. We've combed through hundreds of Harvard Business Review articles and selected the most important ones to help you align your organization's mission and strategy, deliver immediate impact, and create lasting change. This book will inspire you to: Choose the right problem to solve Understand when the best practices of for-profits don't apply Assemble an engaged and goal-driven board of directors Make the most of for-profit initiatives and corporate partnerships Drive demand, scale up, and be ready to change course Learn from the success stories of the world's most respected nonprofit leaders This collection of articles includes "Lofty Missions, Down-to-Earth Plans," by V. Kasturi Rangan; "What Business Can Learn from Nonprofits," by Peter F. Drucker; "Life's Work: An Interview with Desmond Tutu"; "Are You Solving the Right Problem?" by Dwayne Spradlin; "Life's Work: An Interview with George Mitchell"; "Enterprising Nonprofits," by J. Gregory Dees; "Life's Work: An Interview with Wynton Marsalis"; "State Street's CEO on Creating Employment for At-Risk Youths," by Joseph Hooley; "Life's Work: An Interview

with Salman Khan"; "Do Better at Doing Good," by V. Kasturi Rangan, Sohel Karim, and Sheryl K. Sandberg; "AEI's President on Measuring the Impact of Ideas," by Arthur C. Brooks; "Life's Work: An Interview with Michelle Bachelet"; "The New Work of the Nonprofit Board," by Barbara E. Taylor, Richard P. Chait, and Thomas P. Holland; "Life's Work: An Interview with Bill T. Jones"; "Reaching the World's Poorest Consumers," by Muhammad Yunus, Frederic Dalsace, David Menasce, and Benedicte Faivre-Tavignot; "Life's Work: An Interview with Muhammad Yunus"; and "Audacious Philanthropy: Lessons from 15 World-Changing Initiatives," by Susan Wolf Ditkoff and Abe Grindle.

For years, the lean startup has been revolutionizing both new and established businesses. In this eye-opening book, serial social entrepreneur Michel Gelobter shows how it can do the same for nonprofits. Traditionally, whether creating a new business or a new program, entrepreneurs in all sectors develop a plan, find money to fund it, and pursue it to its conclusion. The problem is, over time conditions can change drastically—but you're locked into your plan. The lean startup is all about agility and flexibility. Its mantra is "build, measure, learn": create small experimental initiatives, quickly get real-world feedback on them, and use that data to expand what works and discard what doesn't. Using dozens of social sector examples, Gelobter walks you through the process. The standard approach wastes time and money. The lean startup will help your organization vastly increase the good it does.

"Change resistance is a natural reaction, when you don't involve the people affected by the change in the design of the change. This book will help you implement successful change and bypass change resistance by co-creating change. The book will do that through examples of how innovative practices can dramatically improve the success of change programs. These practices combine ideas from the Agile, Lean Startup, change management, organizational development and psychology communities. This book will change how you think about change."--

For years, the lean startup has been revolutionizing both new and established businesses. In this eye - opening book, serial social entrepreneur Michel Gelobter shows how it can do the same for nonprofits. Traditionally, whether creating a new business or a new program, entrepreneurs in all sectors develop a plan, find money to fund it, and pursue it to its conclusion. The problem is, over time conditions can change drastically - but you're locked into your plan. The lean startup is all about agility and flexibility. Its mantra is "build, measure, learn": create small experimental initiatives, quickly get real - world feedback on them, and use that data to expand what works and discard what doesn't. Using dozens of social sector examples, Gelobter walks you through the process. The standard approach wastes time and money. The lean startup will help your organization vastly increase the good it does.

Although most agree that Lean Six Sigma is here to stay, they also agree that learning how to sustain the results seems problematic at best and unattainable at worst. Reverting to the old way of doing things is inevitable if sustainability measures are not a part of the methodology. Currently there are no standard resource on how to be sustainable or on using statistical techniques and practices. Until now. Sustainability: Utilizing Lean Six Sigma Techniques not

only examines how to use particular lean six sigma tools, but how to sustain results that make companies profitable with continuous improvement. The book demonstrates how to use the Six Sigma methodology to make process-focused decisions that will achieve the goals of sustainability and allow organizations to gain true benefits from process improvements. It covers sustainability and metrics, Lean manufacturing, Six Sigma tools, sustainability project management, sustainability modeling, sustainable manufacturing and operations, decision making, and sustainability logistics. These tools help sustain results while keeping organizations competitive regardless of economic conditions. While continuous improvement techniques look good on paper, the implementation of the techniques can become difficult and challenging to maintain. Without utilizing Lean Six Sigma tools and leading the change, companies will become less and less marketable and profitable. This book supplies a blueprint on achieving sustainable results from high-quality improvements and making organizations competitive and first in class in their marketplace.

As an entrepreneur or innovator, you're trained to run fast. But are you running in the right direction? Choosing the right market for your innovation is the biggest, and trickiest, question for innovators. Research has shown that all too often entrepreneurs don't spend enough time identifying and researching their market opportunities - instead they jump at the first opportunity that looks good, and fail to properly evaluate and leverage other opportunities. These common mistakes means that you often choose the wrong market or lock yourself into one specific direction. Where to Play helps you to set a promising strategy, by giving a clear, structured and practical framework - the Market Opportunity Navigator- to better identify, evaluate and focus on the right market opportunities. With three dedicated and reusable

worksheets covering: - Market Opportunity Set - assess your core strengths and identify which market opportunities exist for your business - Attractiveness Map - evaluate your market opportunities to reveal the most attractive option for focus - Agile Focus Strategy - create a strategic plan for your chosen market opportunity that keeps you open-minded and agile Get the most value for your innovation with Where to Play! 'Designed to work seamlessly with our Business Model and Value Proposition Canvases, the Market Opportunity Navigator, proposed by Marc and Sharon, will help entrepreneurs and innovators to commercialise technologies. You will enjoy discovering highly practical worksheets, maps and dartboards of tremendous interest if you want to better identify, evaluate and strategise market opportunities. Let yourself be charmed by the toolkit and the case studies, along with the thoughts of Marc and Sharon.' Alex Osterwalder and Yves Pigneur, authors of the bestseller Business Model Generation 'When two internationally-known experts in entrepreneurship write a "how to" book on market opportunities for entrepreneurs, it is bound to be a very valuable book indeed. Marc Gruber and Sharon Tal have created just the right book for first-time and experienced entrepreneurs. It contains both step-by-step plans and very valuable tips on identifying market opportunities - an invaluable complement to both the Lean Start-up Process and the Business Model Canvas!' Eric von Hippel, T. Wilson Professor of Innovation, MIT Sloan School of Management 'Gruber and Tal have crafted a visually exciting way for entrepreneurs to identify and analyse their opportunities, before they dive into execution. This book pairs nicely with the Business Model Canvas and Lean Startup. Best of all, it also tells you how to focus, and what NOT to do!' Henry Chesbrough, UC Berkeley Haas School of Business and author of Open Innovation 'From entrepreneurship thought leaders comes this innovative step-by-step guide to thinking

through the market essentials of an opportunity. Rather than relying on generic examples or others' stories, the authors put the reader in the driver's seat by encouraging him or her to generate, evaluate and prepare to act on their own opportunities. I can't think of a more practically useful entrepreneurship book.' Dean A. Shepherd, Ray and Milann Siegfried Professor of Entrepreneurship, Mendoza College of Business, Notre Dame University 'Using thoughtful research and compelling examples, Where to Play provides important guidance on how to balance focus and flexibility when laughing a new venture. It builds on the Lean Startup model by providing meaningful insights on what markets to address first.' Tina Seelig, Professor of the Practice, Stanford School of Engineering 'Where to Play attacks head-on one of the most difficult questions any aspiring entrepreneur must answer: "Which target market should I serve?". It's visual, easy-to-apply, and full of common-sense. If I were starting a business today, I wouldn't leave the starting blocks without it!' John Mullins, Professor, London Business School; best selling authors, The New Business Road Test and The Customer-Funded Business

Donors, leaders of nonprofits, and public policy makers usually have the best of intentions to serve society and improve social conditions. But often their solutions fall far short of what they want to accomplish and what is truly needed. Moreover, the answers they propose and fund often produce the opposite of what they want over time. We end up with temporary shelters that increase homelessness, drug busts that increase drug-related crime, or food aid that increases starvation. How do these unintended consequences come about and how can we avoid them? By applying conventional thinking to complex social problems, we often perpetuate the very problems we try so hard to solve, but it is possible to think differently, and

get different results. Systems Thinking for Social Change enables readers to contribute more effectively to society by helping them understand what systems thinking is and why it is so important in their work. It also gives concrete guidance on how to incorporate systems thinking in problem solving, decision making, and strategic planning without becoming a technical expert. Systems thinking leader David Stroh walks readers through techniques he has used to help people end homelessness and increase affordable housing, improve public health, strengthen public education and access to early childhood development services, protect child welfare, reform the criminal justice system, resolve identity-based conflicts, and more. The result is a highly readable, effective guide to understanding systems and using that knowledge to get the results you want.

Government Alone Can't Solve Society's Biggest Problems World hunger. Climate change. Crumbling infrastructure. It's clear that in today's era of fiscal constraints and political gridlock, we can no longer turn to government alone to tackle these and other towering social problems. What's required is a new, more collaborative and productive economic system. The Solution Revolution brings hope—revealing just such a burgeoning new economy where players from across the spectrum of business, government, philanthropy, and social enterprise converge to solve big problems and create public value. By erasing public-private sector boundaries, the solution economy is unlocking trillions of dollars in social benefit and commercial value. Where tough societal problems persist, new problem solvers are crowdfunding, ridesharing, app-developing, or impact-investing to design innovative new solutions for seemingly intractable problems. Providing low-cost health care, fighting poverty, creating renewable energy, and preventing obesity are just a few of the tough challenges that also represent tremendous

opportunities for those at the vanguard of this movement. They create markets for social good and trade solutions instead of dollars to fill the gap between what government can provide and what citizens need. So what drives the solution economy? Who are these new players and how are their roles changing? How can we grow the movement? And how can we participate? Deloitte's William D. Eggers and Paul Macmillan answer these questions and more, and they introduce us to the people and organizations driving the revolution—from edgy social enterprises growing at a clip of 15 percent a year, to megafoundations, to Fortune 500 companies delivering social good on the path to profit. Recyclebank, RelayRides, and LivingGoods are just a few of the innovative organizations you'll read about in this book. Government cannot handle alone the huge challenges facing our global society—and it shouldn't. We need a different economic paradigm that can flexibly draw on resources, combine efforts, and create value, while improving the lives of citizens. The Solution Revolution shows the way.

Lean User Testing A Pragmatic Step-by-Step Guide to User Tests If you believe in agile software development and delivering value to your customers and your company, reading this book is the right decision as it will greatly support your process to identify and create valuable, feasible and usable products. "We Know What We Need to Build" Who hasn't yet heard that dreaded, gut feeling-based notion in the past? To my experience, it is rarely valid, but more often an expression of an outdated thinking, that values output over outcome, that believes in requirement documents and micromanaging the product team. This book, however, is dedicated to completely different approach, that Steve Blank once wrapped up in his famous quote: There are No Facts Inside Your Building - Get Outside." And you should do so as early

as possible in the process -it is the most important task of any product team. This book is therefore a deliberately short, focused, pragmatic manual for everyone, who designs, develops or markets software: Product manager, engineers and designers (UX/UI). It is based on hundreds of user interviews that I have run up to now and provides all you need to know to start your own user interview initiative in about two hours of your time. Save up to 90% of Typical User Interview Costs And there is more good news: The lean user testing approach will save up to 90% of the costs compared to outsourcing user interviews to a professional usability agency, but will return at least 80% of possible insights. Avoid Building Expensive Features Nobody Wants No more flying blind in the early stages: Test your hypotheses quickly and turn product discovery into your advantage over the competition. Learn how to avoid wasting money on software nobody wants and how to deliver value instead. Obsolete features aren't just expensive to build. They also need to be maintained and probably be removed at a later stage again, not to mention their opportunity costs: Imagine what you could have built instead. Gain More Runway for Your Startup Optimizing the cycle-time of your product hypotheses will focus available engineering and product management resources on valuable, usable and feasible features, thus extending your runway and improving your standing for the next funding round. Improve Communication with Stakeholders User tests greatly simplify the communication with stakeholders - theinterviews, you will be running, are your product organization's first line of defense when it comes to turning down unreasonable feature requests. About the Author The author has worked for many years as a product manager and agile coach (Scrum, Lean Startup, Lean Change). During that time, he developed B2C as well as B2B software, mainly for startups, including a former Google subsidiary. He originally

studied chemistry, business administration, and law. However, he has never worked in a laboratory. Instead, back in 1996, he released the first online shop software with SAP R/3 connectivity, only to learn that the early bird does not necessarily catch the worm. After his move to Berlin, Germany, he founded a marketplace for local service. In 2011, Entrepreneurs Club Berlin e.V. followed, as did Startup Camp Berlin- one of the largest German startup conferences today. His latest project, Age Of Product - Invent For Your Customers, focuses on the exchange of knowledge between product people, designers, and developers. It is about lessons learned and best practices on how to identify which product to build and how to build it in an efficient way. Age Of Product will host events and workshops in Berlin from autumn 2015 on and might also organize a new conference in the near future."

Outlines a revisionist approach to management while arguing against common perceptions about the inevitability of startup failures, explaining the importance of providing genuinely needed products and services as well as organizing a business that can adapt to continuous customer feedback.

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.

p>Great user experiences (UX) are essential for products today, but designing one can be a lengthy and expensive process. With this practical, hands-on book, you'll learn how to do it faster and smarter using Lean UX techniques. UX expert Laura Klein shows you what it takes to gather valuable input from customers, build something they'll truly love, and reduce the time it takes to get your product to market. No prior experience in UX or design is necessary to get started. If you're an entrepreneur or an innovator, this book puts you right to work with proven tips and tools for researching, identifying, and designing an intuitive, easy-to-use product. Determine whether people will buy your product before you build it Listen to your customers throughout the product's lifecycle Understand why you should design a test before you design a product Get nine tools that are critical to designing your product Discern the difference between necessary features and nice-to-haves Learn how a Minimum Viable Product affects your UX decisions Use A/B testing in conjunction with good UX practices Speed up your product development process without sacrificing quality

Despite enormous investments of time and money, are we making a dent on the social and environmental challenges of our time? What if we could exponentially increase our impact?

Around the world, a new generation is looking beyond greater profits, for meaningful purpose. But, unlike business, few social interventions have achieved significant impact at scale. Inspired by the modern innovation practices, popularized by bestseller The Lean Startup, that have fueled technology breakthroughs touching every aspect of our lives, Lean Impact turns our attention to a new goal - radically greater social good. Social change is far more complicated than building a new app. It requires more listening, more care, and more stakeholders. To make a lasting difference, solutions must be embraced by beneficiaries, address root causes, and include an engine that can accelerate growth to reach the scale of the need. Lean Impact offers bold ideas to reach audacious goals through customer insight, rapid experimentation and iteration, and a relentless pursuit of impact. Ann Mei Chang brings a unique perspective from across sectors, from her years as a tech executive in Silicon Valley to her most recent experience as the Chief Innovation Officer at USAID. She vividly illustrates the book with real stories from interviews with over 200 organizations across the US and around the world. Whether you are a nonprofit, social enterprise, triple bottom line company, foundation, government agency, philanthropist, impact investor, or simply donate your time and money, Lean Impact is an essential guide to maximizing social impact and scale. You are not a Visionary… yet. The Lean Entrepreneur shows you how to become one. Most of us believe entrepreneurial visionaries are born, not made. Our media glorify business outliers like Bezos, Branson, Gates, and Jobs as heroes with X-ray vision who can look to the future, see clearly what will be, imagine a fully formed product or experience and then, simply make the vision real. Many in our entrepreneur community still believe that to be visionary, we must merely execute on a seemingly good idea and ignore all doubt. With this mindset, companies

build doomed products in a vacuum; enterprises make ill-fated innovation investment decisions; and employees and shareholders come along for an uncomfortable ride. Falling prey to the Myth of the Visionary confuses talented entrepreneurs, product managers, innovators and investors. It leads us to heartbreaking, costly and preventable failures in new product and venture development. The Lean Entrepreneur moves us beyond this myth. It combines powerful customer insight, rapid experimentation and easily actionable data from the Lean Startup methodology to empower individuals, companies, and entire teams to evolve their vision, solve problems, and create value at the speed of the Internet. Anyone can be visionary. The Lean Entrepreneur shows you how to: Apply actionable tips, tricks and hacks from successful lean entrepreneurs. Leverage the Innovation Spectrum to disrupt existing markets and create new ones. Drive strategies for efficient market testing with Minimal Viable Products. Engage customers with Viability Testing and radically reduce time and budget for product development. Rapidly create cross-functional innovation teams that devour roadblocks and set new benchmarks. Bring your organization critical focus on the power of loyal customers and valuable products you can build to serve them. Leverage instructive tools, skill-building exercises, and worksheets along with bonus online videos.

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.

Our world has changed, probably for good. Until now, the shift from brick-and-mortar to the smartphone has been about service, cost, and convenience. Now, it's also a matter of public health. How do we win this uncertain new game? How do we prosper in a digital world? In a cool, readable style Harnessing Digital Disruption: How Companies Win with Design Thinking, Agile, and Lean Startup tells the story of a major multi-national organization facing digital

disruption and looming irrelevance. In a compelling novel format, the book demonstrates how to harness the power of digital technology, methods and thinking on the path to revival and prosperity. It illustrates the situations, characters, and blockers you'll likely face as you progress through your journey. The setting is Singapore and the heady world of international banking, but the prescription, methods and lessons apply equally to manufacturers, utilities, hospitals, insurers, and government agencies. You will learn how to: · Develop your Digital Transformation strategy and Innovation Portfolio · Reform customer journeys, launch new digital offerings, and validate new beta businesses · Develop senior leader digital literacy, and understanding of growth leadership · De-risk your journey using a proven overall approach based on proven principles · Cultivate a network of pragmatic entrepreneurs practicing a structured scalable innovation process This book offers clear and compelling guidance on what it takes to transform your organization for a digital world. Each chapter includes Study Questions to facilitate learning and discussion in workshop and classroom settings. .
In The Lean Startup the successful serial entrepreneur Eric Ries throws traditional thinking out of the window, and presents his radically new methodology for building a successful business. Most startups, says Ries, fail - but they fail for preventable reasons. 'Lean thinking' is the key to success, and represents the next paradigm shift in business management. Most people assume that the key to a lucrative business is expert management, a high-performance product and good customer service. But the real secret, Ries argues, is creating things that people want to buy in the first place. Startups generally fail not because of missed deadlines, faulty products or blown budgets, but because entrepreneurs are too focused on their vision, on their great new idea, and don't know what it is that their customers really want. The solution,

according to Ries, is 'lean thinking' and 'validated learning'. Rather than designing an elaborate business plan and committing large amounts of financial and human resources from the start, first find out what you can about your potential customers. And rather than adopting a static, product-centric approach, test your idea on your customers: respond to their feedback, and constantly be prepared to adjust your product, as well as your business.

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