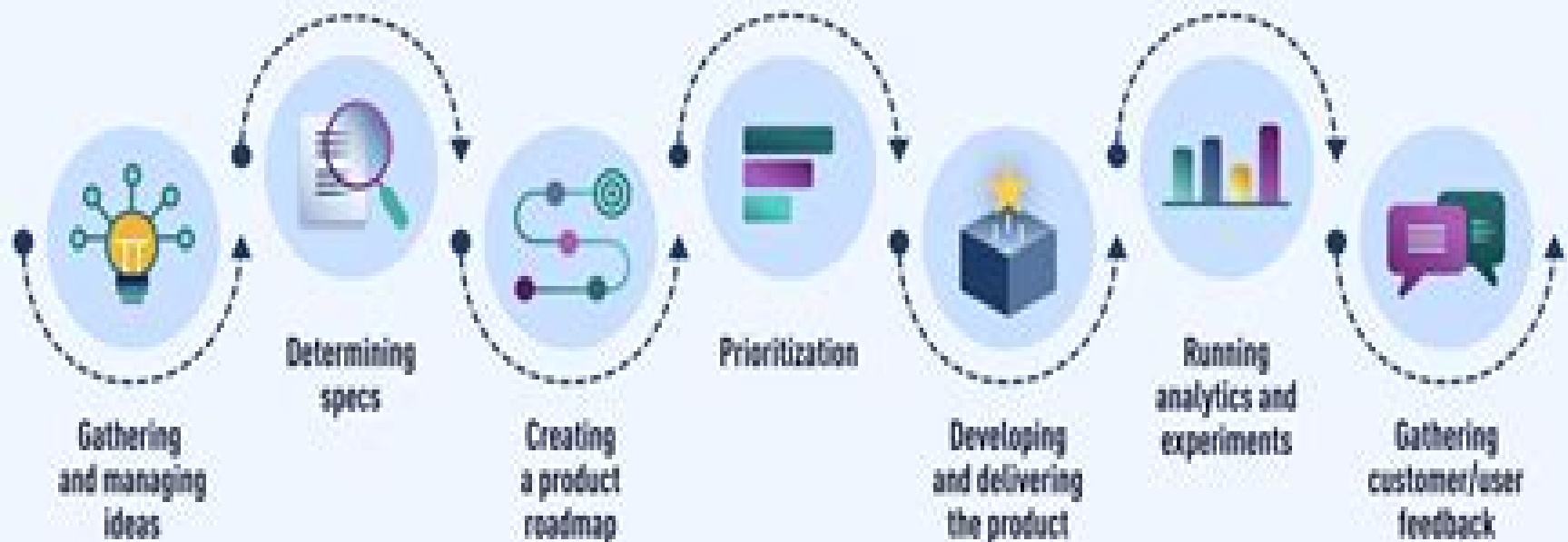


THE 7 STEPS OF THE PRODUCT MANAGEMENT PROCESS



Successful Product Management

Jim Anderson



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Aumayr,2023-02-07 Dieser Sammelband der Sales Excellence f r den Jahrgang 2018 bietet Ihnen fundiertes Fachwissen im Bereich Vertrieb Wenn Sie im Bereich Vertrieb arbeiten ist dieser Sammelband genau das Richtige f r Sie Er vereint alle zw lf Ausgaben der Sales Excellence aus dem Jahr 2018 der wichtigsten Fachzeitschrift f r Vertrieb in Deutschland Jeden Monat werden dort aktuelle Problemstellungen dieses Bereiches von bekannten Autoren behandelt H ufig spielen dabei Themen wie Kundenbetreuung und Vertriebsprozesse eine entscheidende Rolle Der Sammelband richtet sich an alle die mit Vertrieb zu tun haben beispielsweise Gesch ftsf hrer Vertriebsmitarbeiter oder Handelsvertreter Sales Experience sammelt nicht nur sorgf ltig recherchierte Fachinformationen sondern bietet dem Leser dar ber hinaus auch hilfreiche Tipps f r die praktische Umsetzung *Product Manager Product Success* Jim Anderson,2013-09-14 Dr Jim Anderson explores what product managers have to do in order to make their products a success Dr Anderson uses real world examples from Microsoft Dell and Toyota to show product managers both what works and what doesn t work when it comes to capturing your customer s imagination and their wallets What You ll Find Inside FORGET THE IPHONE WHAT CAN APPLE TEACH PRODUCT MANAGERS HOW TO MAKE THE BEST PRODUCT MANAGEMENT DECISIONS WHAT MEDICAL DOCTORS CAN TEACH PRODUCT MANAGERS THE 3 SECRETS TO CREATING GOOD PRODUCT REQUIREMENTS Product managers can get caught up in the details of their product There always seem to be new requirements to create product launches to schedule and features to document However the secret to being a successful product manager is to realize that the job is really about

having good communication skills It s the people that you work with both inside of your company as well as outside of your company that will determine how far you ll go in your career This book has been written to give you a helping hand I want to get you to take notice of the day to day things that are going to play a role in determining the next step in your career It s not going to be your technical knowledge or your understanding of your market that is going to help you to move to the next level but rather how others perceive you Contained in this book are the tips and tricks that you are going to need in order to take control of your product manager career As you read each chapter take a moment to think about how you can start to use the information in your job immediately I think that you are going to be both surprised and pleased with just how much this information is going to help you take your product manager career to the next level **Successful Product Management**

Stephen Morse,1998 This title offers practical advice on the product management system covering all aspects of the product manager s tasks such as product strategy planning development marketing profitability and branding There are examples and checklists Product Management Secrets Jim Anderson,2013-12-17 The job of a product manager is made even more difficult by the simple fact that it really does not come with any clear instructions on how to do it correctly As product managers we are constantly searching for ways to become better What You ll Find Inside 9 WAYS TO TO BECOME AN INFORMATION PRODUCT MANAGER WHY PRODUCT MANAGERS NEED TO KNOW THAT COST PLUS PRICING IS WRONG WRONG WRONG WHAT IS A PRODUCT VISION WEB 2 0 PRODUCT MANAGEMENT IT S ALL ABOUT PARTICIPATION One of the things that every product manager quickly realizes is that their career success is very closely tied to the financial success of their product It is the job of the product manager to make sure that his or her product is meeting the needs of their customer One of the most challenging aspects of creating a product that meets a customer s needs is to decide on what the right price to charge is The goal is to charge as much as you can without exceeding what your customer s perception of the value of your product is There are a lot of wrong ways to do this and just a few correct ways One of the most important things that a product manager can do is to learn from the actions of other product managers Not all product management programs succeed We need to teach ourselves to keep our eyes open and watch and learn from both the successes and failures of other product managers As though being a product manager was not hard enough we also don t control the world in which we live This means that we need to create plans to deal with events like product name changes recessions and irrational customers This book has been written to provide you with the insights that you are going to need in order to develop your product management skills We ll be talking about what you need to take into consideration when you are creating a price for your product how to start your year off on the right foot and how to create a vision for your product For more information on what it takes to be a great product manager check out my blog The Accidental Product Manager at www.TheAccidentalPM.com *The Product Manager's Handbook* Linda Gorchels,2000 This revised and updated edition fully integrates the Internet and other digital technologies into the product manager s portfolio of tools The book includes all

new information on what it takes to be a successful product manager It explains the product manager s role in the planning process including strategic and operational planning how to evaluate product portfolios how to propose and develop successful new products and much more **BOOK JACKET** *Successful Product Management* Stephen Morse,1994 This guide focuses on the skills and techniques required by the product manager It offers a practical approach to the product management system covering such key tasks as product strategy planning the development of products marketing profitability and branding Detailed examples and checklists used throughout the text aim to guide those managers new to marketing

Lean Product Management Mangalam Nandakumar,2018-05-31 A guide to product management exploring the best practices identifying the impact driven product planning for success setting up and measuring time bound metrics and developing a lean product roadmap **Key Features** Identifying Impact Driven Products Investing in Key Business Outcomes Value mapping to maintain a lean product backlog Utilizing time bound product metrics Eliminating process waste **Book Description**Lean Product Management is about finding the smartest way to build an Impact Driven Product that can deliver value to customers and meet business outcomes when operating under internal and external constraints **Author** Mangalam Nandakumar is a product management expert with over 17 years of experience in the field **Businesses today are competing to innovate Cost is no longer the constraint execution is It is essential for any business to harness whatever competitive advantage they can and it is absolutely vital to deliver the best customer experience possible The opportunities for creating impact are there but product managers have to improvise on their strategy every day in order to capitalize on them This is the Agile battleground where you need to stay Lean and be able to respond to abstract feedback from an ever shifting market This is where Lean Product Management will help you thrive Lean Product Management is an essential guide for product managers and to anyone embarking on a new product development Mangalam Nandakumar will help you to align your product strategy with business outcomes and customer impact She introduces the concept of investing in Key Business Outcomes as part of the product strategy in order to provide an objective metric about which product idea and strategy to pursue You will learn how to create impactful end to end product experiences by engaging stakeholders and reacting to external feedback What you will learn How do you execute ideas that matter How can you define the right success metrics How can you plan for product success How do you capture qualitative and quantitative insights about the product How do you know whether your product aligns to desired business goals What processes are slowing you down Who this book is for If you are leading a team that is building a new product then this book is for you The book is targeted at product managers functional leads in enterprises business sponsors venturing into new product offerings product development teams and start up founders**

Product Development Lessons for Product Managers Jim Anderson,2013-12 What is a product manager without a product Nothing That s why it s so very important that when a product is being developed that the product manager be involved Now exactly how best to go about doing that is an entirely different question What You ll Find Inside

TRACKING YOUR PRODUCT DEVELOPMENT WHAT WORKS WHAT DOESN'T HOW DO YOU KNOW IF YOUR PRODUCT IS ON TRACK OR IN THE WEEDS A NEW WAY FOR PRODUCT MANAGERS TO DISCOVER BREAKTHROUGH PRODUCT FEATURES ADVANCED JOB MAPPING FOR PRODUCT MANAGERS The process from having an idea for a product to actually having a product is a long and treacherous road So many things can go wrong that either cause the schedule to have to be extended or cause a product with the wrong features to be developed A product manager needs to discover ways to stay involved in the process while at the same time not slowing things down That being said a product manager is not a project manager There can be a number of similarities between the jobs but a product manager is responsible for so much more than a project manager The difference between the roles has to be understood and communicated to everyone who is involved in the creation of the product The good news about product development is that it is something that has been done many times at other firms By taking the time to study their successes and failures product managers can learn what they need to be looking for in order to detect development issues before they derail a development project Creating a way to map how a customer performs their job can provide the input that is needed for a development program It can be all too easy to include or exclude features from a product that the customer will feel strongly about Taking the time to understand how your customer will use the product that you are developing is the key to creating a successful product This book has been created to pull all of these ideas together into one place for product managers By reading the book you will be able to discover just exactly what the role of a product manager should be during the product development process By doing this you can ensure that when it's all done you'll have a product that your customer will want to buy For more information on what it takes to be a great product manager check out my blog The Accidental Product Manager at www.TheAccidentalPM.com

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