









Agenda

- Agile Product Management
- Value-Driven Development
- Scrum Theory & Empiricism
- The Scrum Framework
- Product Backlog Management
- Releases and Forecasting

With joyful exercises along the way!

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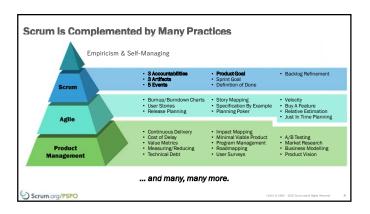
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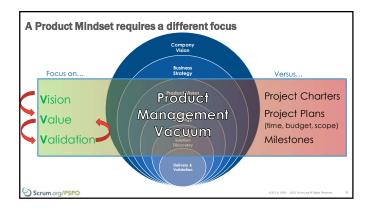






As a product owner, what are you trying to achieve with agile?

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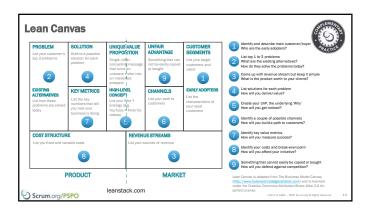


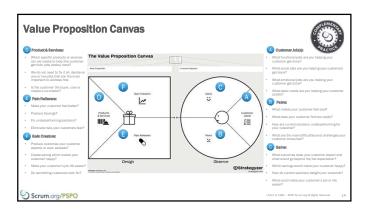
Come up with a list of activities that are (should be) part of Product **Management**.

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Business Model Canvas						
KEYPARTHERS	KIEYACTINTHES	YALUE PROPOSITIO	19	CUSTOMER RELATIONSHIPS	CUSTOMER SEMMENTS	
Whe are or settwer? Who is we only supplier? Which have presented are we Which have presented as presented Settlement of the presented are presented Cognitive and economy Reduction of an and Acquisition of particular resources and activities	What hay statistic do nor value proposition recognition of the proposition recognition of the production of the product	 What bundles o 	ar customers' is helping to solve? products and offering to each meeds are we imm viable	the class get have not great sections of the control of the contro	archispear Mass Marinet Niche Marinet Niche Marinet Segmented Diversified Mathibited Flatform CHARREL FRAGES 1. Assertions - Tion do se misse product and services on high Charles - Tion do se misse product and services Diversified - Tion do se misse product and services Diversified - Tion do se misse product and services Diversified - Tion do se misse product and services Diversified - Tion do servi	PACTIC
COST STRUCTURE			REVENUESTREAM			
What has not experted cash between the bar bullwares, model? Whitching various are and experted? Or Whitching various are deposited programmers are an experted in the creation, but per sent and experted in the part to high a location of the part to high a						
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Techniques For Creating A Product Vision



A collaboration tool for identifying the most important features and a vision for a product

Elevator Pitch Template

A popular template to help organize thoughts about the vision

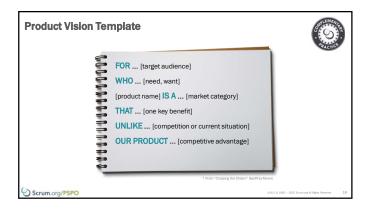
Have you used any others?

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Innovation Games® Product Box Front Product Name Image(s) Clear Target Customer Clear Value Proposition Back Sub-features







Exercise			
Product Owner	Should a Product Owner be technical?		
and Technology	PROS	CONS	
5 minutes			
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What is the only way for a Scrum Team to deliver value?

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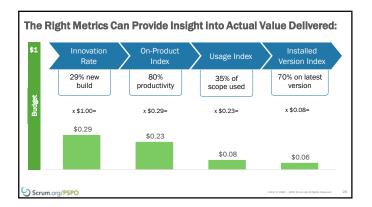


- What are you currently measuring?
- Do you apply any metrics?
- Are incentives in place for any of them?

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Candidate Value	Measures	EBMgt Evidence-Based Management for Software Organizations
Market Share Customer or User Satisfaction Gap	Unrealized Value (UV)	Employee Satisfaction Customer Satisfaction
Innovation Rate Time spent context switching Installed Version Index Technical Debt Defect Trends Production Incident Count On-Product-Index	Ability to Innovate (A2I)	Cycle Time
	Read the EBM Guide at: scrum.org/ebm	For more on this topic
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- · Value in itself is difficult to quantify.
- Value remains an assumption until validated by the marketplace.
- Leverage metrics that provide you with insights about whether value is being delivered.
- Favor Value Creation over Revenue Extraction



Software In 30 Days (Ken Schwaber, Jeff Sutherland)

The Elements of Value (Almquist, Senior, Bloch)

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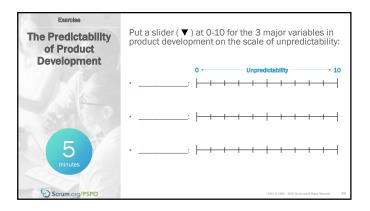
The Elements of Value (Almquist, Senior, Bloch)

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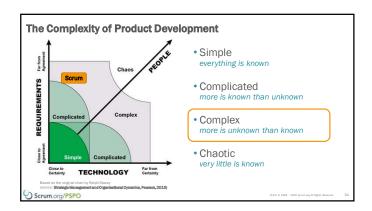














- Product development resides in the complex domain.
- The best fit for complexity is the empirical process.
- The 3 legs of empiricism are transparency, inspection, and adaptation.
- Transparency requires trust and courage.

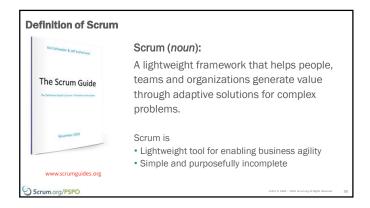


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Suggested Reading		
"The New New Product Development Game" (Takeuchi, Nonaka)	"A Leader's Framework for Decision-Making" (Snowden, Boone)	"The Age of Agile" (Stephen Denning)
The New New Product Development Game	Harvard Business Review ®	STEPHEN DENNING THE AGE OF
₩ Harnest Backerse Berkiew **Marie M.E.**	weeking	How Entert Companies Are Transferming the Way Work Gets Done
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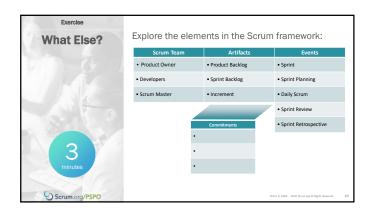


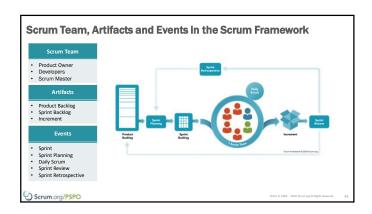




Exercise				
What Is Needed	Explore the elements in the Scrum framework:			
for Scrum?	Scrum Team	Artifacts	Events	
	•	•	•	
	•	•	·	
	•	•	•	
			•	
			•	
5				
minutes				
minutes				
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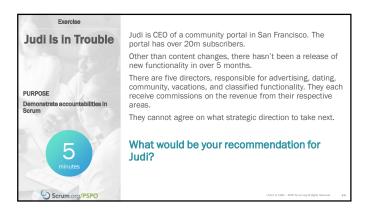


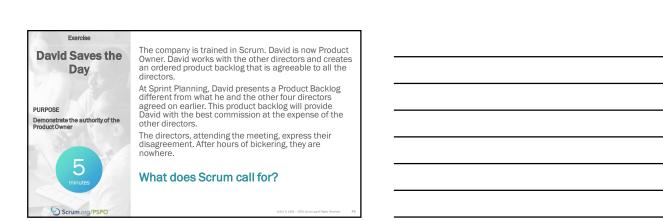






Exercise	
The Rewrite Fallacy	Your organization has a legacy application that "works fine" but is getting increasingly difficult/expensive to support. It is going to be re-written using modern technologies. Larry is the Product Manager.
PURPOSE Discover the need for a Product	Larry says the users are completely happy with the existing system and use all its features (though usage statistics are not available).
Backlog	Larry claims that the new system must "do exactly what the old system did." Because of this, he says there is no need for a Product Owner or a Product Backlog, let alone any need for assigning business value.
minutes	Question: Is Larry helping or hindering? How?
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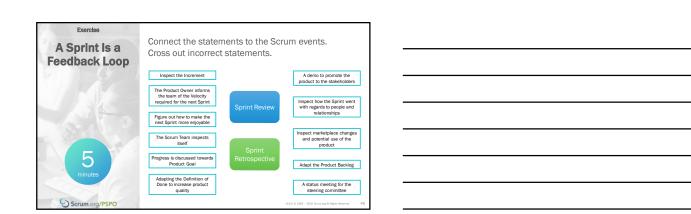
















As an observer, you go to a Sprint Review and see multiple stakeholders attending. The stakeholders are all annoyed because none of them got "enough" functionality.

Although stakeholders participate in Product Backlog refinement, it seems what is created during the Sprint only partially satisfies any of the stakeholders.

What elements of Scrum would help the Product Owner?

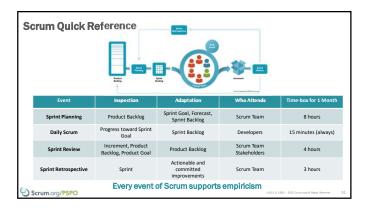
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How should the Product Owner be involved with the Definition of Done?

Do they create it? Can they change it? Why do they care about it?

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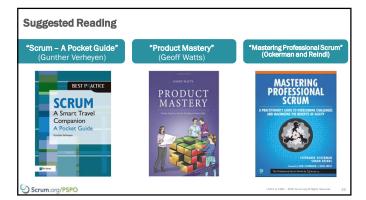






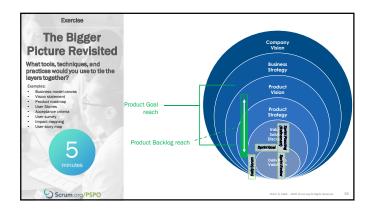
- Scrum enables empiricism for an agile business.
- A Sprint is a window of opportunity.
- The length of the Sprint controls risk
- Every Scrum Team member has clear accountability.
- The Product Owner is the value optimizer.

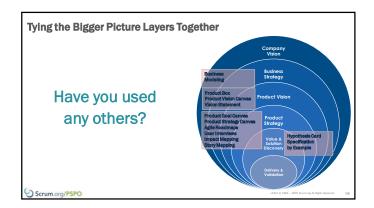


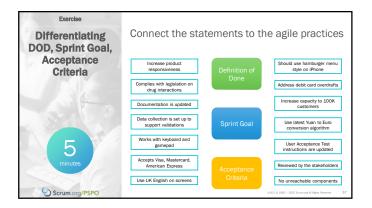
















Create a preliminary Product Backlog for your team's Product.

- · What is your Product Goal?
- Create a card for each Product Backlog Item
- Consider both functional and nonfunctional capabilities

Prepare to present your Product Backlog to the class.

Do not strive for perfection, just do the best you can!

How Do You Prioritize Work?

Why is it important that the Product Backlog is always ordered?

- Discuss in your team how your company or product area prioritizes work?
- How do you resolve conflicts that occur when people think their "stuff" is more important than other people's "stuff"?
- Do you quantify the results?
- How do you handle dependencies?

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Order your Product Backlog:

- 1. Select a technique for ordering by Value
- 2. Add value to each PBI card
- 3. Sort PBI cards

Prepare to present your Product Backlog to the class.

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- Product Backlog holds all the work for the Product.
- Product Backlog gives transparency.
- Product Backlog is a living artifact.
- There are many techniques beyond Scrum to help create and order Product Backlogs.

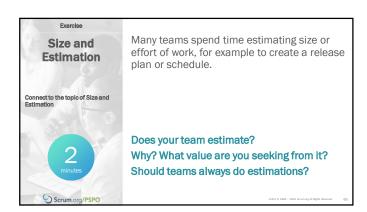








Exercise		
Release	Release	
5 _{minutes}	Definition of a ReleaseWhy do we want them?	
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Exercise	
Product Owner Choices	Your friend Judi the CEO is joining the Sprint Review with David's Scrum Team. She asks David (the Product Owner) when an important compliance feature will ship. She expresses how critical this feature is to the company and its customers, and how she requires it within 6 weeks.
	On average, a feature like this is decomposed into 12 Product Backlog items (PBIs). The Developers forecast that they can complete around 3-5 PBIs per two-week Sprint.
10 minutes	If you were in David's shoes, what would you do? How would you respond to Judi?
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Product Owner Choices

David, the Product Owner of the community portal, has an option of gaining speed (Time-to-Market) in order to validate his assumptions with real customers. Gaining this speed requires the Developers to take temporary shortcuts. The Developers explain that this might result in incurring technical debt for the product (impacting Ability-to-Innovate). David asks you for your feedback and ideas on this matter.

What would you recommend David to do?

What would you recommend David to do?







Larry (the product manager) has rebuilt the old legacy system as is, like he planned. However, this approach resulted in some major issues. Customer experience is terrible, and the platform's users are complaining all the time.

Larry therefore decided to completely overhaul the platform's digital experience and has hired an external company specialized in this field of work.

You are the internal Product Owner working with Larry on this product. The vendor's UX-experts want to work in Design Sprints, one month ahead of your Developers. The Developers completely agree.

What do you think about this approach?
How does this approach impact value maximization?

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- Product Backlog holds all information needed for forecasting, planning, and reporting.
- Increasing release frequency of new features or enhancements is a competitive advantage.
- There are many techniques beyond Scrum to help size Product Backlogs.



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Suggested Reading "The Principles of Product Development Flow" (Donald Reinertsen) "When It Will Be Done?" (Daniel Vacanti) The Principles of Product Development Principles of Product Development FLOW Scound Generation Control Product Development Control

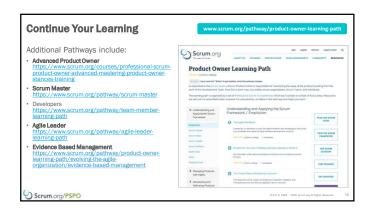




Exercise	Liet the elville and traits	a Draduat Owner	
Product Owner Skills	List the skills and traits a Product Owner needs to be effective and successful.		
	SKILLS	TRAITS	
10			
minutes			
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Inspect Your Knowledge - Feedback in 14 Days	or Less!
Over the past 2 days, you have learned the important adaptation, and fast feedback cycles. To reinforce you attempt the Professional Scrum Product Own certification assessment within 14 days and do not you will be granted a 2 nd attempt at no further co	e these concepts, if her I (PSPO I) not score at least 85%,
Test your basic knowledge of Scrum and learn from immataking an Open assessment: www.scrum.org/assessments/open-assessments Use the Open assessments to prepare for Level I assess	,
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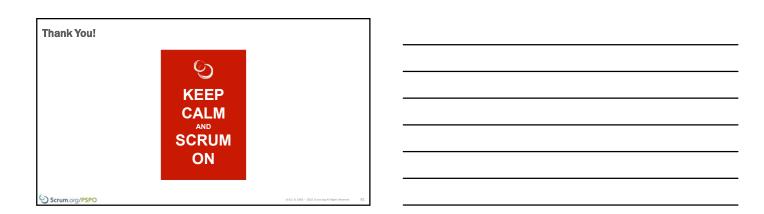








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