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deliverable also known as experience mapping using several examples You ll learn how to visually map your existing customer experience based on user research and demonstrate how and where customer perspectives intersect with business goals Using alignment diagrams you ll not only be able to orchestrate business customer touchpoints but also gain stakeholder support for a product or service that provides value to both your business and your customers This book is ideal for product managers marketers customer experience professionals and designers **Presumptive Design** Leo Frishberg, Charles Lambdin, 2015 Everything you know about the future is wrong Presumptive Design Design Provocations for Innovation is for people inventing the future future products services companies strategies and policies It introduces a design research method that shortens time to insights from months to days Presumptive Design is a fundamentally agile approach to identifying your audiences key needs Offering rapidly crafted artifacts your teams collaborate with your customers to identify preferred and profitable elements of your desired outcome Presumptive Design focuses on your users problem space informing your business strategy your project s early stage definition and your innovation pipeline Comprising discussions of design theory with case studies and how to s the book offers business leadership management and innovators the benefits of design thinking and user experience in the context of early stage problem definition Presumptive Design is an advanced technique and quick to use within days of reading this book your research and design teams can apply the approach to capture a risk reduced view of your future Provides actionable approaches to inform strategy and problem definition through design thinking Offers a design based research method to complement existing market ethnographic and customer research methods Demonstrates a powerful technique for identifying disruptive innovation early in the innovation pipeline by putting customers first Presents each concept with case studies and exploration of risk factors involved including warnings for situations in which the technique can be misapplied **Customer Experience visualisieren und verstehen** James Kalbach, 2021-11-30 Mit Mapping Techniken zu einer erfolgreichen Kundenausrichtung Fralle die an Planung Design und Entwicklung von Produkten und Dienstleistungen beteiligt sind wie Designer Produktmanager Markenmanager Marketing Manager Unternehmer und Gesch ftsinhaber US Bestseller und Grundlagenwerk zu Mapping Techniken Starker Praxisbezug durch kommentierte Beispiele Case Studies und Praxistipps Mapping Techniken unterst tzen Unternehmen dabei den Status quo wichtige Zusammenh nge aber vor allem Sicht und Bed rfnisse ihrer Kund innen zu verstehen und zu dokumentieren So entsteht ein team bergreifendes Verst ndnis beispielsweise auch von Multi Channel Plattformen oder Produkt kosystemen James Kalbach vermittelt in diesem Standardwerk die Grundlagen dieser Mapping Techniken z B welche Aspekte und Dimensionen visualisiert werden k nnen und beschreibt den Praxiseinsatz von Service Blueprints Customer Journey Maps Experience Maps Mentalen Modellen oder kosystem Modellen Путь клиента Джим Калбах, o reilly

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