

I used crop marks to remind us that we all crop our perception of customer requirements.



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The classic representation of Design Thinking looks like a linear process. I'm using graphics found online and providing the corresponding links to familiarize you with some of the more commonly used images.



Design Thinking is actually an iterative non-linear process.



Design thinking is the intersection of analysis (business thinking) and synthesis (creative thinking) – it equips us to better grasp and respond to customer requirements.



We need to provide accurate requirements. If the developers are not onboard, take them to a customer meeting. Studies show that "believe is seeing" – the shortest path to getting developers onboard is for them to witness the customer's pain.



Discovery must be done by a multi-disciplinary team to decrease the bias and the size of our blindspot. Use the right tool for the job. Design Thinking should be done before Lean Startup so that we produce a better MVP. Build upon the MVP with Agile sprints to maintain the fast turnaround and time-to-market.



We all have bias. Note the storyline on the right that occurs when we operate independently and don't check our assumptions – we unwittingly build and reinforce prejudice. Working with a multi-disciplinary team merges the data each of us collects (second rung), which changes the outcomes on all of the rungs above AND on every successive iteration.



Understand the value of each process – they support each other.



The concepts that apply to product development also apply to life development. Ideally, your team members are also actively engaged in designing their lives and together you shrink the blind spot to reveal options that bring greater joy and satisfaction to each of you.



Blind spots mean missed opportunity and increased waste. Don't design the wrong product AND don't overdesign.



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