

Beyond the Pixels: A Strategic Guide to Narrative-Driven Product Design Case Studies

Part I: The Narrative Imperative in Product Design

In the competitive landscape of product design, a portfolio serves as the primary vehicle for demonstrating competence and value. However, a fundamental shift is occurring in how top-tier professionals approach this critical asset. The most effective case studies are no longer mere procedural logs; they are compelling, persuasive narratives. Understanding this transition from reporting to storytelling is not an optional refinement—it is a core competency for any designer aiming to articulate their strategic impact and stand out from the crowd.

The Shift from Reporting to Storytelling

The conventional approach to structuring a case study often follows a rigid, clinical format: an introduction, a problem statement, a chronological walkthrough of the design process, the final solution, and a summary of the impact.¹ This formulaic structure, often mirroring the user-centered design phases of empathize, define, ideate, prototype, and test, is a common starting point for many designers. It presents information as discrete, factual chunks, much like a college textbook, but in doing so, it frequently fails to engage or persuade its audience.²

The reason for this failure lies in a basic principle of human cognition: people understand and remember stories far more effectively than they do raw data.⁴ Narratives activate more regions of the brain, enhancing emotional recall and making complex ideas more memorable, or "sticky".⁴ For stakeholders or hiring managers, a story about a real user's frustrating journey or a direct quote that captures their pain "clicks" in a way that abstract charts and metrics often do not.⁵ A well-told story transforms a project from a list of tasks into a shared mission, shifting the focus from "Why are we prioritizing this?" to "How quickly can we fix this

for our users?".⁵

This distinction between a process-driven report and a narrative-driven case study reveals a common disconnect between a designer's intent and a hiring manager's perception. A junior designer, seeking to demonstrate methodological rigor, might meticulously document every step of the design thinking process, believing this proves the work was done "correctly".⁶ However, an experienced hiring manager has seen this formula countless times and knows that real-world projects are rarely so linear or tidy.³ Consequently, a rigid, formulaic presentation can signal inexperience—an inability to distinguish between performing process activities and making meaningful progress. The designer's goal is to document a process, but the hiring manager's goal is to find a candidate who can solve complex problems and create tangible value. Therefore, designers must learn to break free from the perceived safety of these rigid formulas and instead learn to select, sequence, and frame project events to build a persuasive argument about their capabilities.

Furthermore, storytelling is not merely a presentation technique to be applied after a project is complete. It is a powerful strategic tool that can be leveraged *during* the design process itself.⁸ By thinking about the potential story early on, a designer can intentionally focus their time and effort on the user flows, features, and research that will have the most significant business impact and narrative potential. This proactive approach ensures that by the project's end, the essential elements for a compelling story are already in place, making the case study a natural culmination of a strategically executed project rather than a post-hoc justification.⁸

Building Empathy and Demonstrating Your True Value

The ultimate goal of a product design case study is not simply to recount what happened, but to communicate the problem solved, the elegance of the solution, the key learnings from the journey, and the measurable impact of the work.⁹ A story achieves this by transforming the project into a relatable journey that the audience can connect with on an emotional level.¹⁰

A critical function of this narrative approach is to create space for empathy.⁹ By framing the initial problem with significance—describing the "terrible and malicious dragon" the user is facing—the designer articulates the user's pain in a vivid, memorable way.⁴ This makes the audience emotionally invested in the outcome. It elevates the project from a technical exercise to a human-centered mission, thereby imparting greater significance to the solution and the effort involved in reaching it.⁹

Mastering this skill has benefits that extend far beyond the portfolio. Storytelling is a foundational communication competency that is invaluable in numerous professional contexts,

from presenting to stakeholders and collaborating with engineers to navigating interviews and negotiating project scope.⁹ It is the mechanism through which a designer's work connects with others, earns trust, and builds the momentum necessary to turn ideas into reality.⁵ It ensures that the user is seen and heard, even when they are not physically in the room.

Part II: Deconstructing the Design Story: Core Archetypes and Elements

To move from reporting to storytelling, a designer must first understand the fundamental components of a narrative. Like any good story, a design case study has characters, a central conflict, a journey, and a resolution. By consciously casting these roles and defining these elements, a designer can transform a flat project summary into a dynamic and persuasive account of their work.

Casting Your Characters: The User as Hero, The Designer as Guide

A frequent and critical mistake in case study writing is for the designer to cast themselves as the hero of the story, framing the narrative around their own actions: "I did this, then I did that".¹¹ The most compelling design narratives, however, operate on a different principle:

the hero of the story is always the user.¹⁰ The entire case study should center on the user's journey—their goals, their frustrations, and their ultimate transformation.¹²

The designer's role in this narrative is that of the **guide or mentor**.¹³ Much like a wise advisor in a classic tale, the designer appears when the hero is struggling, equipped with the expertise and a plan to help them overcome their obstacle.¹³ This framing correctly orients the story around user-centricity and problem-solving, rather than self-aggrandizement.

To make this hero relatable, it is essential to bring them to life. This can be achieved by introducing them through well-researched personas, direct user quotes, or brief, evocative backstories.⁴ Instead of referring to an abstract "user," the narrative becomes more powerful when it says, "Meet Jamal, a freelance writer struggling to manage his invoices," or quotes a specific user, such as, "Ana, a 32-year-old mother, said she 'gave up' on the app because it felt like 'filling out a government form'".⁴ This simple technique builds immediate emotional

investment from the audience and makes the subsequent problem feel tangible and urgent.¹⁵

Defining the Stakes: The Problem as the Central Conflict

Every great story is driven by conflict, and in a design case study, the conflict is the problem the user faces.¹⁰ This problem serves as the "inciting incident" of the narrative—the event that sets the entire story in motion.¹⁷ It can even be personified as the "villain" that stands in the way of the hero's goals.¹⁸

However, it is not enough to simply state the problem. To create a compelling narrative, the designer must **qualify the problem** and impart it with significance.⁹ This means clearly articulating

why the problem matters. What specific pain points did it create for the user, such as frustration, confusion, or wasted time? And what was the tangible impact on the business? A problem statement like, "An e-commerce company was experiencing a 47% cart abandonment rate," immediately establishes high stakes and gives the reader a clear, measurable reason to care about the outcome.¹⁶ This context transforms the project from a simple redesign into a high-stakes mission to solve a critical business issue.⁹

A powerful mental model for ensuring every piece of information contributes to the narrative is the "**What? So What? Now What?**" framework.⁹ This simple structure forces a clear line of reasoning that connects an action to its consequence and future value.

- **What?** State the action taken. "I created a sticky navigation bar with a call-to-action (CTA) in blue."
- **So What?** Explain why it matters. "Despite high engagement with a product demo, users were not converting from that page. However, this new CTA was used in 9 out of 10 usability tests."
- **Now What?** Describe the outcome and its broader implications. "This design treatment has increased conversion by 35%. We are now adding it to our design system and exploring other use cases across the website."

Applying this logic throughout a case study ensures that every detail serves the story and demonstrates a clear, strategic line of thought.

The Journey Unfolds: The Messy, Non-Linear Middle

The middle of the story—the process—is where the designer's skills are truly demonstrated. Hiring managers are far more interested in understanding a designer's thought process than in seeing a perfectly polished final product.⁴ The "mess in the middle," with all its twists and turns, is where the real work happens, and it is the most fertile ground for storytelling.⁷

The key is to **show your thinking, not just your deliverables.**⁷ For every step of the process—whether it's user research, ideation, or testing—the narrative must explain the "why." Why was a particular research method chosen? How did the insights from that research directly guide the next steps?¹⁶ The most compelling process sections focus on the pivotal moments: the "aha" insights from user interviews, the tough trade-offs made due to technical constraints, and the turning points where the project's direction shifted.⁴

To make this journey clear and logical for the reader, it is crucial to **connect the dots** along the way, leaving a "cookie crumb trail" that links the beginning of the story to the end.⁹ If a specific piece of research directly influenced a design decision, that connection must be explicitly called out. For example, the narrative might state, "Based on our discovery in user interviews that users felt anxious about data security, we prioritized adding a clear visual indicator of encryption status in the checkout flow." This simple sentence reminds the audience that the designer did their homework and is thoughtful and deliberate in how they incorporate research into their solutions.⁹ This technique is fundamental for demonstrating strategic intent rather than just procedural execution.

The Climax and Resolution: The Solution and Its Resounding Impact

The narrative builds towards its climax and resolution: the final solution and its tangible impact on the user and the business. The solution represents the triumphant ending where the central conflict is resolved, and it is the ideal place to showcase the polished final designs.⁷

However, the story does not end with the final screens. The **outcome is one of the most critical—and most frequently skimped on—parts of a case study.**²⁰ A powerful narrative must conclude with a clear articulation of the results achieved.

- **Quantitative Results:** Whenever possible, lead with hard metrics. Headlines like "How I increased engagement by 30%" or "I was able to reduce customer complaints by half with a simple new feature" are incredibly powerful because they immediately communicate value.¹
- **Qualitative Results:** When precise metrics are unavailable, the impact can be demonstrated through other means, such as direct quotes from user feedback, testimonials from key stakeholders, or a description of how the project led to a positive

change in an internal team process.⁷

Finally, every great story has an epilogue. In a design case study, this takes the form of **reflection and learnings**.⁴ Sharing what was learned from the project, how the designer grew professionally, and what might be done differently in the future demonstrates maturity, thoughtfulness, and a growth mindset.⁷ Acknowledging challenges or even failures and explaining how the team learned from them can be just as powerful as a straightforward success story, as it showcases resilience and a commitment to continuous improvement.⁷

Part III: Frameworks for Structuring Your Narrative

While the core elements of a design story remain consistent, several established narrative frameworks can be adapted to structure a case study. Choosing the right framework is a strategic decision that depends on the nature of the project, the target audience, and the key message the designer wants to convey. Understanding these structures provides a powerful toolkit for crafting a clear, compelling, and fit-for-purpose narrative.

The STAR Method: For Concise, Impact-Driven Scenarios

The STAR method provides a simple yet powerful framework for structuring concise narratives. It is particularly effective for highlighting a specific accomplishment and is widely used for answering behavioral interview questions.²³ The acronym stands for:

- **Situation:** Briefly set the scene and describe the context or problem. For example, "Our company noticed a significant drop in user engagement on our mobile app".²¹
- **Task:** Clearly define your specific role, responsibilities, and objectives. For instance, "As the lead UX designer, my goal was to reduce user drop-off rates by 20% within three months".²¹
- **Action:** Detail the specific steps you took to address the task. This section should describe your process, including research, ideation, collaboration, and the tools used.²¹
- **Result:** Share the outcome of your actions, focusing on measurable impact. This includes quantitative data ("The redesigned onboarding process led to a 25% increase in user retention") and qualitative feedback ("User feedback highlighted the new process as significantly more user-friendly").²¹

The STAR method's primary strength is its focus on brevity and impact. It forces the designer

to connect every action directly to a measurable result, making it an excellent tool for project summaries in a portfolio or for crafting clear, compelling answers in an interview setting.²⁴

Freytag's Pyramid: For Rich, Dramatic, End-to-End Narratives

For more complex, end-to-end projects, Freytag's Pyramid offers a five-part dramatic structure that can build narrative tension and provide rich, contextual detail.¹⁷ Adapted from the study of classical drama, this framework guides the reader through a compelling story arc:

1. **Exposition:** This is the setup. Introduce the project, its goals, your role, and the key characters (your team, stakeholders). This is where the "inciting incident"—the core problem—is established.¹⁷
2. **Rising Action:** Build the story by detailing the initial challenges and your design process. This is where you introduce early-stage deliverables like user research findings, personas, and initial sketches, showing the progression of your work.¹⁷
3. **Climax:** This is the turning point of your story. Highlight a pivotal moment that was critical to the project's success. This could be an unexpected insight from user testing that changed the project's direction, a tough decision you had to make, or a breakthrough moment in a brainstorming session.¹⁷
4. **Falling Action:** Describe the events following the climax, where the solution begins to take shape. Show how the insights from the climax informed the final iterations, high-fidelity prototypes, and validation through user testing.¹⁷
5. **Resolution:** This is the conclusion of your story. Showcase the final product, explain how it successfully addressed the goals outlined in the exposition, and share the tangible business outcomes and your personal learnings.¹⁷

Freytag's Pyramid is best suited for the main, in-depth case studies in a portfolio, where the goal is to take the reader on a detailed journey that showcases the full breadth and depth of your design thinking and problem-solving abilities.

The Hero's Journey: For Stories of User Transformation

The Hero's Journey is a classic narrative archetype, popularized by Joseph Campbell, that focuses on transformation.²⁹ When applied to a design case study, it powerfully centers the story on the user's experience. The structure involves:

- A **hero** (the user) who lives in an ordinary world but faces a **challenge** or receives a "call

to adventure."

- The hero meets a **mentor or guide** (the designer and their product) who provides them with a plan or tool.
- The hero faces a series of **trials** (the user's struggle with the problem).
- With the guide's help, the hero overcomes the trials and is ultimately **transformed**.
- The hero **returns** to their world with newfound wisdom or ability.¹³

This framework is particularly effective for projects where the product or feature facilitates a significant behavioral or emotional change for the user. It shifts the focus from the technical details of the interface to the human story of how the design solution improved someone's life, creating a strong emotional connection with the audience.²⁹

The Impact-First Inversion: For Immediately Grabbing Attention

In contrast to traditional linear narratives, the Impact-First approach inverts the story structure to immediately capture the attention of busy reviewers.¹ This non-linear method begins with the most impressive result, creating a powerful hook that makes the reader want to learn more.³¹

- **Structure:**

1. **Start with the Result:** Lead with a bold headline that quantifies the project's success. For example: "How I Increased Engagement by 30% by Redesigning the Homepage" or "I Was Able to Reduce Customer Complaints by Half with a Simple New Feature—Here's How I Did It".²⁰
2. **Explain the Problem and Process:** Once you have the reader's attention, you can then walk them through the problem you were solving and the process you followed to achieve that impressive result.

This approach is highly effective for online portfolios targeting hiring managers who may only spend a few seconds scanning a page before deciding whether to read on. By leading with the outcome, it immediately positions the designer not just as a process-follower, but as a strategic, results-driven problem-solver who delivers tangible business value.¹

Comparative Analysis of Case Study Narrative Frameworks

Choosing the right narrative framework is a strategic act of communication. The following table provides a comparative analysis to help designers select the most appropriate structure

based on their project's content, their audience's needs, and their communication goals. This moves beyond simply knowing the frameworks to understanding how to deploy them effectively.

Framework	Core Components	Best For...	Key Strength
STAR Method	Situation, Task, Action, Result	Concise project summaries, interview answers, highlighting a single, clear achievement.	Brevity and impact-focus. Directly answers "what did you accomplish?"
Freytag's Pyramid	Exposition, Rising Action, Climax, Falling Action, Resolution	In-depth, end-to-end project narratives where the process and key turning points are critical.	Building narrative tension and providing rich, contextual detail about the journey.
The Hero's Journey	Call to Adventure, Mentor, Trials, Transformation, Return	Projects focused on significant user transformation, behavioral change, or overcoming major user frustrations.	Creating a strong emotional connection and focusing on the human story.
Impact-First	Result/Impact, The Problem, The Process, The Learnings	Grabbing immediate attention from busy reviewers (hiring managers), showcasing business value upfront.	Positioning the designer as a results-driven problem-solver from the very first sentence.

Part IV: Mastering the Craft: Advanced Storytelling

Techniques

With a solid narrative structure in place, the next step is to bring the story to life through skillful execution. This involves moving beyond the "what" of the story to the "how"—the specific craft of visual and written communication that transforms a good story into a great one. Mastering these techniques is what separates a competent case study from a truly memorable and persuasive one.

Visual Storytelling: More Than Just Pictures

Visuals are an indispensable part of any design case study, but their role is often misunderstood. The most common mistake is to simply "show" without "telling"—for instance, including a picture of a complex affinity map with no explanation of the context or the insights derived from it.⁹ This approach fails because visuals, in isolation, lack narrative power. The guiding principle must be

"Show, and Tell": every visual should serve the narrative, not replace it.¹⁶

An effective case study employs a **hierarchy of visuals** that mirrors the narrative journey.

- **Early Stages (The Messy Middle):** To convey the authentic, often chaotic nature of the creative process, use images of whiteboard sketches, workshop sticky notes, and low-fidelity wireframes. These artifacts show raw thinking and collaboration in action.²²
- **Evolution of the Solution:** As the story progresses, introduce cleaner visuals like refined wireframes and interactive prototypes to demonstrate how the solution evolved based on research and feedback.⁷
- **The Resolution:** At the story's conclusion, use polished, high-fidelity mockups, animated GIFs of micro-interactions, or short video walkthroughs to showcase the final, elegant solution.²²

Crucially, each visual must be supported by **captions and annotations** that explain its significance.¹⁶ A caption should clarify

why a particular visual is included and what key decision point it represents. This ensures that every image, sketch, and mockup is an active participant in the story, pushing the narrative forward and providing evidence for the designer's claims.

The Power of Voice: Writing with Clarity and Personality

The written component of a case study is where the designer's voice and personality can truly shine. To create an engaging narrative, it is essential to move beyond dry, generic language.

- **Skip the Boring Titles:** Instead of using generic, process-based headers like 'Research', 'Ideation', or 'Testing', craft descriptive titles that tell a piece of the story. For example, a section on user interviews could be titled, "Users were not finding that damn button in the checkout flow," which is far more engaging and informative than a generic label.²
- **Adopt an Active, Jargon-Free Voice:** The writing should be clear, authentic, and conversational. Technical jargon should be avoided or explained simply. A powerful test for clarity is to try telling the project story to a non-designer friend in under one minute. If they understand the core problem, solution, and impact, the language is effective.²
- **Incorporate User Quotes:** One of the most effective ways to build empathy and make the user's problem feel real is to weave their own words into the narrative. A stakeholder might be unmoved by charts and metrics, but a direct user quote that captures a moment of frustration or delight can make the problem instantly "click" and create a powerful emotional connection.⁵

A sophisticated understanding of audience behavior should also inform the presentation of the narrative. There is an inherent tension between the chronological order in which a project unfolds and the non-linear, goal-oriented way a hiring manager consumes information. A traditional story builds suspense, saving the resolution for the end.²⁰ However, a busy hiring manager's primary goal is not to be entertained but to assess a candidate's competency as quickly as possible.²⁰ They need to know if a portfolio is worth their limited time.³⁴

This is why a strategic inversion of the presentation order can be so effective. By applying the **"Bottom Line, Up Front" (BLUF)** principle, the case study immediately answers the manager's most pressing question: "Did this person achieve something valuable?".² Showing the solution and its impact first acts as a powerful hook. Once the reviewer is impressed by the

outcome, they become intrinsically motivated to read about the process to understand how it was achieved. This suggests that the most effective structure for a digital portfolio may be a hybrid model: an "Impact-First" summary at the top of the page to serve the initial 30-second scan, followed by a more detailed, chronological narrative (like Freytag's Pyramid) for those who choose to do a deep dive. This dual structure expertly caters to both modes of audience engagement.

Part V: The View from the Other Side: What Hiring

Managers Really Want

Ultimately, a case study is an act of communication aimed at a specific audience: recruiters and hiring managers. To craft a truly effective narrative, a designer must understand the goals, constraints, and mindset of this audience. The story that is told must be the story that they want—and need—to hear.

Decoding the 30-Second Scan and the 10-Minute Deep Dive

A common misconception is that hiring managers spend five minutes reviewing a portfolio. The reality is more nuanced: they often spend **less than two minutes making an initial judgment** on whether a portfolio is worth a more significant investment of 10 to 20 minutes.³⁴ This means a case study must be designed to succeed in two distinct modes of review.

- **The 30-Second Scan:** In this initial phase, the reviewer is looking for quick signals of quality and relevance. To pass this test, a case study must be highly scannable, with a strong visual hierarchy.¹⁶ The elements that stand out are a clear and compelling problem statement, a visually impressive image of the final solution, and a headline that communicates tangible, quantifiable impact.¹
- **The 10-Minute Deep Dive:** If a case study passes the initial scan, the hiring manager will then invest time to understand the substance behind the polish. In this phase, they are looking for evidence of the designer's thought process. They want to understand how the designer handled real-world constraints and trade-offs, how they collaborated with cross-functional partners, and the specific rationale—the "why"—behind their design decisions.¹⁶

Beyond the Process Checklist: Demonstrating Strategic Maturity

Hiring managers are not looking for designers who can simply follow a checklist of UX activities. They are looking for strategic partners who can solve complex problems and drive business value. A standout case study demonstrates this strategic maturity in several key ways.

- **Avoid the "Everything and the Kitchen Sink" Mistake:** One of the most common pitfalls is including every single detail of a project in an attempt to be thorough.⁹ However,

a great storyteller is also a great editor. The narrative should be curated to focus on the most critical turning points, the most insightful learnings, and the most impactful decisions, rather than every minor activity.⁴

- **Embrace Honesty Over Perfection:** Authenticity is highly valued. A case study should not fake a process or include methodologies that were not actually used.³³ Instead, it should be honest about the real-world constraints, challenges, and even failures of a project. Discussing what was learned from a mistake or how the team adapted to an unexpected obstacle demonstrates resilience, adaptability, and a growth mindset—traits that are far more valuable than a flawless but unrealistic project narrative.⁷
- **Connect to Business Goals:** The most strategically mature case studies are those that explicitly tie the design work back to business goals.¹⁶ The narrative should frame the project not just as an effort to improve the user experience, but as a solution to a tangible business problem, such as increasing revenue, improving conversion rates, or reducing customer support costs.⁹ This demonstrates a holistic understanding of the product ecosystem and positions the designer as a valuable business partner, not just a pixel-pusher.

Ultimately, a hiring manager reads a case study not just to evaluate a past project, but to **project a candidate's skills onto their own team's future needs.**¹⁹ The case study functions as a simulation of on-the-job performance. A hiring manager's primary concern is delivering their team's workload and solving their company's unique problems.³⁷ Therefore, every element of the story becomes a piece of evidence they use to predict a candidate's future success. A narrative that clearly explains how the designer navigated technical constraints and stakeholder feedback signals an ability to work effectively within a real-world organization.⁸ A story that highlights close collaboration with product managers and engineers signals a strong team player.⁷ A resolution that connects user needs to business metrics signals an alignment with the company's strategic goals.¹⁶

This leads to the final, crucial step in crafting a standout case study: **tailoring the narrative.** Before presenting a case study, a designer should research the company and the specific role they are applying for. The story they tell should then be framed to emphasize the skills, challenges, and outcomes that are most relevant to that company's products, challenges, and values. By doing so, the case study is transformed from a static historical document into a dynamic, targeted, and highly persuasive piece of professional communication that speaks directly to the needs and desires of its intended audience.

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