Three Amigos

Three Amigos artifacts

Personas

A backlog (User Stories)

User journey (we’re not going to do this in the first sprint)

Ubiquitous language

Personas

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Student (Member)
RMAA Love Factor
Demographics
Background
Needs
Motivations
Scenarios
Features

SALES
SELLS HOUSES
DOES THE TALKING
HUGH
TASKS
GOALS & MOTIVATIONS
CHARACTERISTICS
BUILDING A PIPELINE
LISTING PRESENTATION
PROVE VALUATION
CONDUCTING APPRAISALS
TRACKING COMPETITOR PRESENCE
GET LISTINGS
PROSPECTING
FIND PEOPLE SELLING THEIR HOUSE
CONVINCE SELLERS TO LIST WITH THEM
DOOR KNOCKING
FOLLOW UP CALLS
MARKETING CAMPAIGNS
ADVERTISE PROPERTY
CONDUCT INSPECTIONS
TAKE OFFERS
PRICE REDUCTION & VARIATIONS
Conditioning or Managing Vendor Expectations
Sell Listings
CONTRACTS
NEGOTIATIONS
FINALISING THE DEAL
BUILDING POSITIVE RELATIONSHIP WITH NEW BUYER
$
COMMISIONS
OWN CONTACTS DATABASE
GROW OWN PROFILE AND BRAND
ASPIRES TO BECOME PRINCIPLE?
BECOME AN INDEPENDENT AGENCY ONE DAY
BECOME THEIR OWN BOSS & ACCOUNTABLE TO THEMSELF
BUILD THEIR BRAND
"LOCAL EXPERT"
"GREAT TRACK RECORD"
"KNOW THE MARKET"
IS "HONEST" HAS "INTEGRITY"
BIG "BUYERS DATABASE"
NOT TECH SAVY
WELL PRESENTED
NICE SUITS & CARS NEW PHONES
COMPETITIVE & PUSHY
HIGH TURNOVER OF IN-EXPERIENCE SALES PEOPLE
RESIDENTIAL = 24/7
LIKELY TO BE MALE
COUNTY = FAMILY BUSINESS
CITY = MORE BUSINESSES
COUNTRY = LESS TURNOVER

User stories

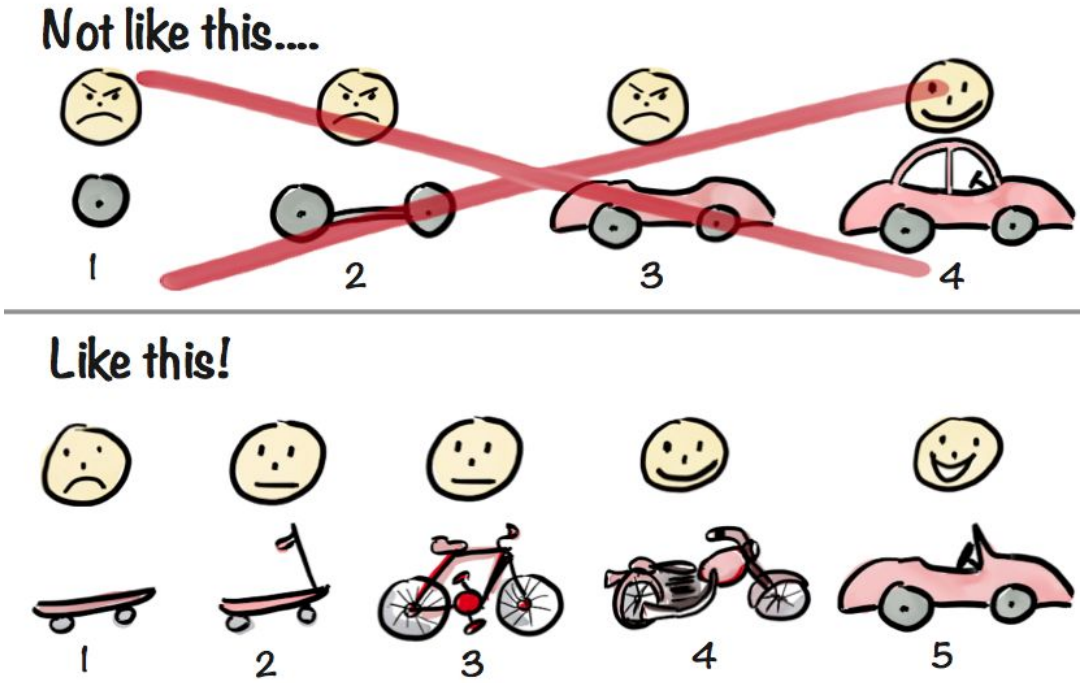
They are stories about the user.

As a system administrator I want to backup an entire hard drive to a remote server so that the company does not lose data in the event of a hard drive failure

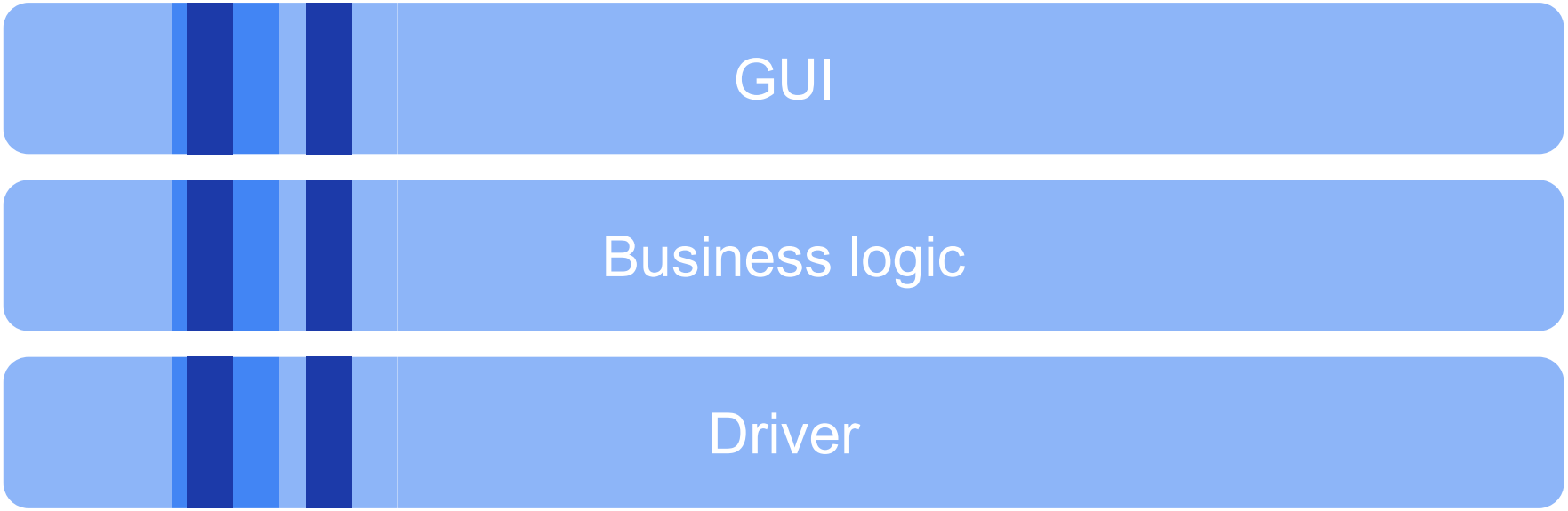
As a <persona/role> I want <goal/desire> so that <benefit/value>

Minimum Viable Product & Vertically sliced

Minimum Viable Product



Vertically sliced



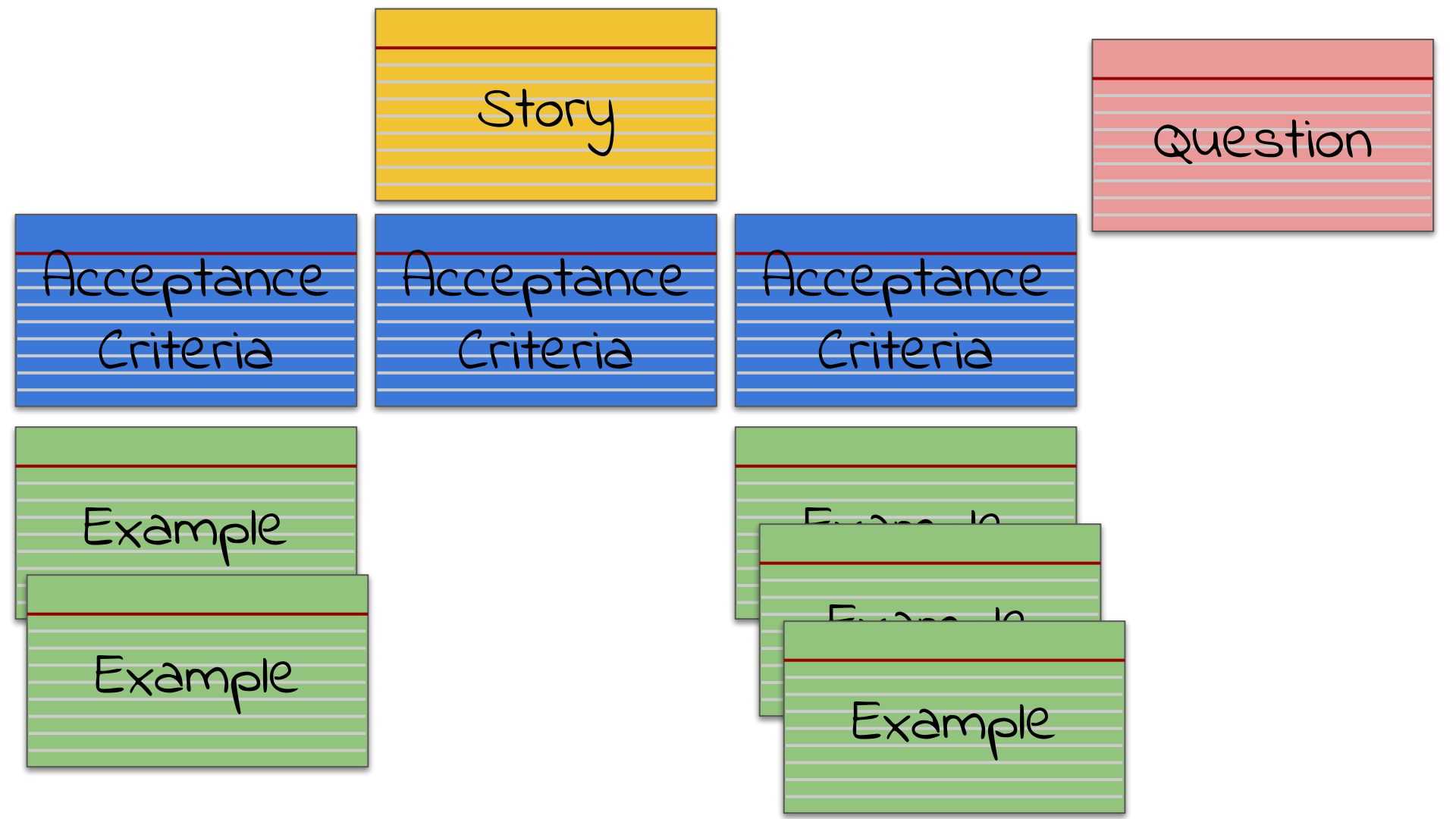
User stories

As a system administrator I can backup the important information on computers hard drives to a remote server so that the company does not lose data in the event of a hard drive failure

1. As a system administrator I want to backup an entire hard drive to a remote server so that the company does not lose data in the event of a hard drive failure
2. As a power user, I want to specify files or folders to backup based on file size and file type so that my backup location isn't filled up with things I don't need saved.
3. As a power user, I want to indicate folders not to backup so that my backup location isn't filled up with things I don't need saved.

User stories

- Card
- Conversation
  - Represents a placeholder for a conversation, the actual details of what needs to be done will be detailed somewhere else
  - Constraints on the user story
- Confirmation
  - Conditions of Satisfaction (tests so we know when the story is complete)


Story
Question
Acceptance Criteria
Acceptance Criteria
Acceptance Criteria
Example
Example
Example

Exercise - Proximity warning system

Proximity warning system

Our customer runs a large open pit mine with lots of large vehicles moving around it all day.

They would like an in vehicle proximity warning system to warn their drivers about things they could crash into (buildings, potential hazards).

Product backlog
vs
Sprint backlog