## **Customer Development for Product Managers**

with Jay Clouse



## User Research Screener Worksheet with Examples

Who do you want to talk to?	What exact criteria will they need to match?	What question will you ask to check that criteria?*
Office managers	Currently works as an office manager at an independent physician office	What is your job title and who is your employer?
	Has worked at in that position for >1 year	How long have you been employed in that position?
Mix of ages	50% under 35, 50% over 35	What is your current age?

Who do you want to exclude from the research?	What exact criteria will they need to match?	What question will you ask to check that criteria?*
Office managers in large health systems	Works for Healthcare System Co.	Who is your current employer?
Office managers at chiropractic offices	Works for a chiropractic office	What does your office specialize in?

<sup>\*</sup> Questions should not reveal the answer you are looking for.