

Community Building for your Apps









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What is Community?

A group of people with unique:

- Values
- Personalities
- Expertise
- Interests
- Humor





Cat Herding as a skill





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Community Need Growing

- Collaboration is a necessity
- Traditional marketing less effective
- Big orgs/companies embracing communities





Brand Advocates / SuperUsers

- 5x more valuable
- Spend 2x+ more
- Spend 3x average over lifetime
- Larger social reach
- More trusted than influencers





Lifecycle of Communities

- Inception
- Establishment
- Maturity
- Mitosis
- Death









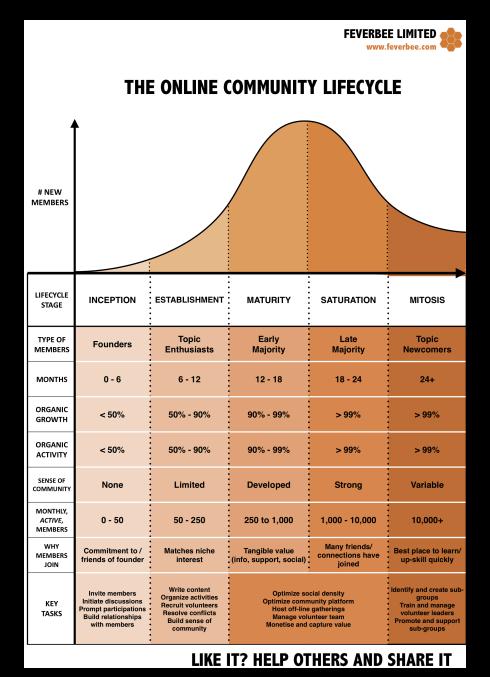


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How do you get people involved?

"If you can *enable* an environment in which people can share, they will and the benefits will entice others to join." -**Susannah Fox**, *Pew Internet / American Life Project*





How to get started?

- Identify target devs / where they hang out
- Identify their interests and motivations
- Remove barriers to adoption





Community Onboarding 101

- Make them feel welcomed and comfortable
- Give specific, simple steps to get started
- Don't overwhelm with too much info/tasks
- Over time interact in multiple ways
- Convey the culture and voice





Understand motivations for involvement

- Help to receive help
- Increased recognition
- Make an impact
- Connection with others in community
- Belonging





Increasing participation

- Recognition and status boost
- Access to more info, tools, resources, etc.
- More capabilities and control
- Swag. Cool stuff.



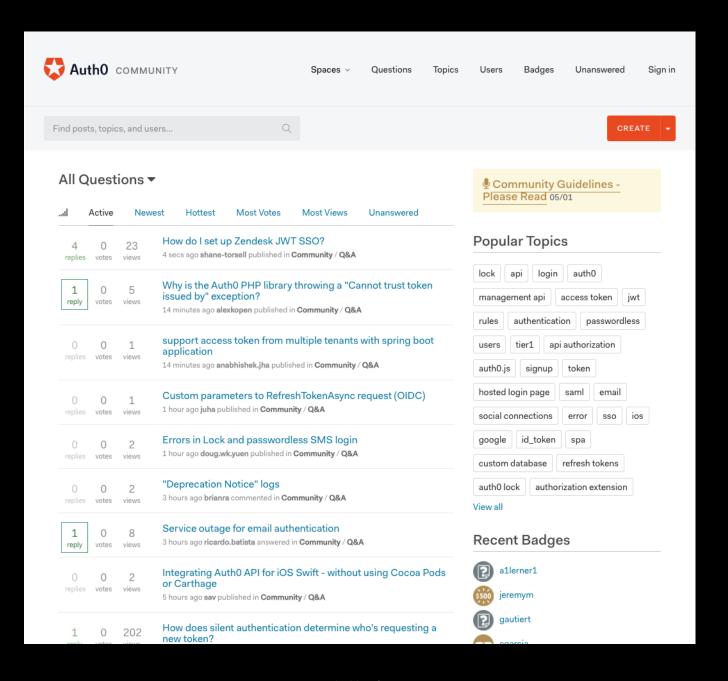




Our Story











Support-Driven Community





Vending Machine Community







"Real community is so much more than just basic customer support..." Jeff Atwood, StackOverflow creator





Developers Helping Developers

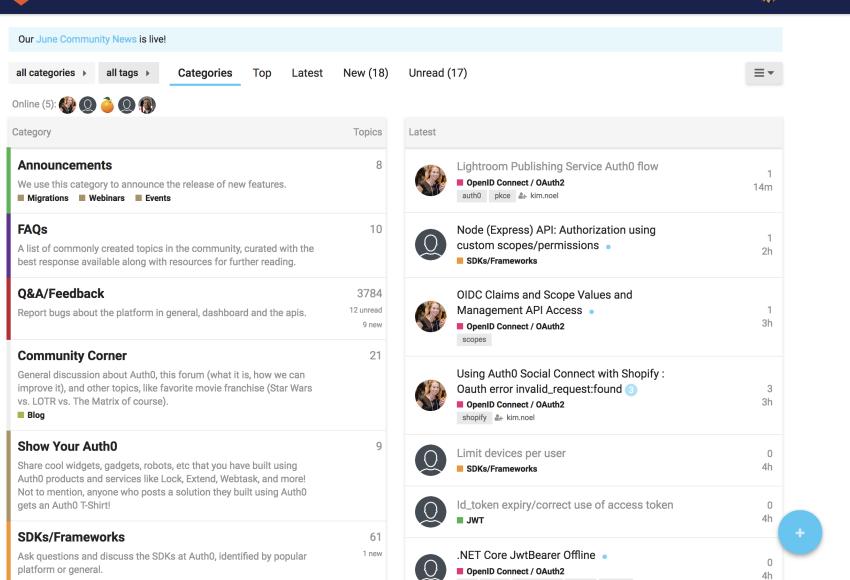




Auth0 Home Blog

Docs









Steps We're Taking

- Building leaderboard
- Incentivizing participation
- Internal incentives
- Our first developer community survey
- Creating superuser program





Resources

- CHAOSS: Community Health Analytics Open Source Software - http://chaoss.community
- Art of Community, Jono Bacon, http://artofcommunityonline.org
- Community Pulse Podcast http://communitypulse.io/
- DevRel Weekly Newsletter http://devrelweekly.com/





Q&A





Thank you

- @IAmJerdog
- https://jmeiss.me

Repo: http://bit.ly/dcro18repo

Slides: http://bit.ly/dcro18slides

