

UNSTUCK YOUR PRODUCT STRATEGY WITH GENERATIVE AI

by Dean Peters,
Principal Consultant & Trainer
Productside

2 QUESTIONS

- 1. Is a hot dog split open on a toasted bun a sandwich?
- 2. Is avocado & tomato on toast a salad on a single, oversized crouton?





THE UNIVERSAL LOVE FOR TOAST

Toast has been a breakfast staple for over 2,000 years.

Source: Today I found out The History of Toast

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THE HIPPO'S DEMAND

70% of products fail due to misalignment with customer needs

Source: <u>Understanding Product Failures - Top Reasons and Examples</u>





THE HIGH-TECH TOASTER FAILS

Today, 64% of U.S. consumers and 59% of all consumers feel companies have lost touch with the human element of customer experience.

Source: Experience is everything: Here's how to get it right. ~ PWC

SHIFTING FOCUS TO THE EXPERIENCE

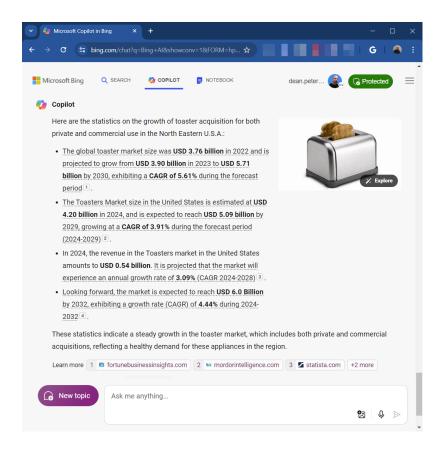
Products focused on user experience outperform the market by 219%

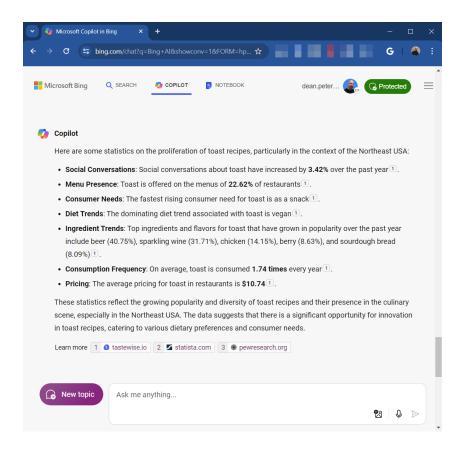
Source: Elf Agency





MARKET RESEARCH USING COPILOT





Statistics on the growth of toaster acquisition for both private and commercial use in the North Eastern U.S.A.:

- The global toaster market size was **USD 3.76 billion** in 2022 and is projected to grow from **USD 3.90 billion** in 2023 to **USD 5.71 billion** by 2030, exhibiting a **CAGR of 5.61%** during the forecast period¹.

Here are some statistics on the proliferation of toast recipes, particularly in the context of the Northeast USA:

- **Social Conversations**: Social conversations about toast have increased by **3.42%** over the past year¹.
- **Menu Presence**: Toast is offered on the menus of **22.62%** of restaurants1.
- **Consumer Needs**: The fastest rising consumer need for toast is as a snack1.
- **Diet Trends**: The dominating diet trend associated with toast is vegan1.

- Trend: There's a growing preference for artisanal breads, such as sourdough, multigrain, and rye, which are known for their complex flavors and textures when toasted.
- AI Play: Develop an AI-powered recommendation engine that suggests artisanal bread options based on user preferences and trends. The AI can analyze user data and provide personalized toast recipes, including pairing suggestions with gourmet toppings.

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5. Proliferation of Toast Recipes and Social Engagement:

- Trend: Social conversations about toast have increased, with a notable presence on restaurant menus and consumer interest in toast as a snack.
- Al Play: Launch an Al-powered social media and content platform for toast enthusiasts. The
 Al can curate and generate engaging content, such as toast recipes, user-generated
 photos, and trending topics. It can also analyze social media trends to predict and promote
 the next big toast craze.

These trends highlight opportunities for leveraging AI to enhance the consumer experience in the toast space, from personalized recommendations and health-focused options to gourmet recipes and cultural fusion.

PRODUCT IDEATION USING CHATGPT

- Use market data from CoPilot to seed the ChatGPT or Claude session context.
- Establish outcomes over outputs, such as your digital Al play.
- Ask ChatGPT to provide multiple trends across multiple points of view.



LEVERAGING AI FOR INSIGHTS

- Don't Treat Generative Al as a Source of Truth
- Use Generative AI as a Great Conversation Starter
- Always be Transparent about its use with your Team
- Understand Your Organization's Compliance Rules

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RECOGNIZING THE TRUE VALUE

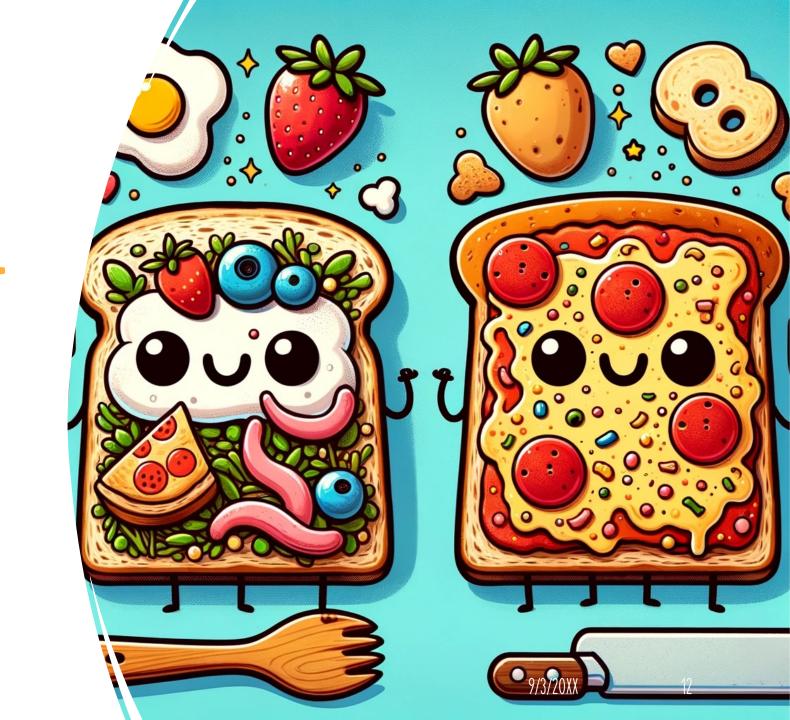
- Personalized products see a 30% increase in customer satisfaction ~ Magnolia Blog
- 68% of consumers prefer products that offer personalized options. <u>Deloitte Digital</u>

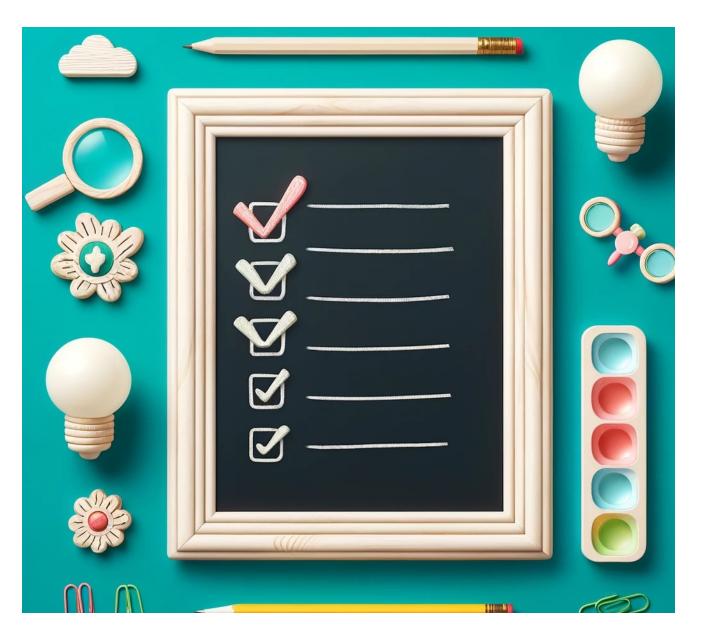


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PLAYFULLY CHALLENGE

- Challenge Norms
- Encourage Playfulness
- Avoid Rigidity
- Run Simulations
- Gamify Prompts & Conversations



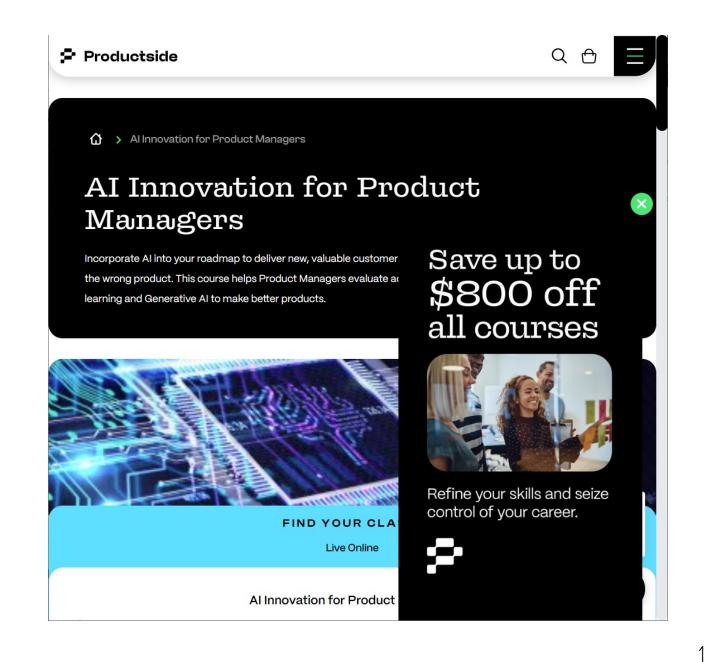


KEY TAKEAWAYS

- Focus on the Problem Space
- Leverage Al for Exploration
- Pursue Outcomes Creatively
- Take Advantage of Templates
- Invest in Training

INVEST IN TRAINING





Q&A INVITATION

Ask me Anything!





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