

HX & Storytelling Så Blir Användaren Den Verkliga Hjälten I Produktupplevelsen

av Anna Dahlström | @annadahlstrom @uxfika Webbdagarna Stockholm, 19 March 2019

# Det som ger oss succé är det som ger användarna succé

# All project ser oftast ut lite såhär





when someone tells you "it should be an easy redesign!" and then you dig into all the requirements and dependencies



RETWEETS

475







8:57 PM - 10 Mar 2017

#### David's Search Path

# 2:40 PM Walmart - (6 interactions) Browsing includes: Cyber Monday Specials Google Search: "Best price on 55inch tv" Craigslist (17 interactions) Browsing includes: "ela" and "Under armour" Overstock - (5 interactions) Browsing includes: Televisions Google Search: "Best price on 55inch tv" Overstock - (4 interactions) Browsing includes: Televisions 3:01 PM Ebates (1 interaction)

#### Janet's Search Path

8:42 PM Google Searches: "something nice for my sister" and "inexpensive christmas gifts for sister" (2 interactions)

Money Under 30 (Blog) "Inexpensive Christmas Gifts"

Google Search: "amazon"

Amazon (10 interactions)

Browsing includes: "womans driving gloves," "leather gloves," and "christmas clearance"

Google Search: "GSG Popular Classic Women's Sheepskin Warm Touch

Screen Leather Gloves with Pleats at Cuff" (3 interactions)

8:55 PM • Amazon - (5 interactions)
Sign In, Checkout





Athletics would be better (cleaner?) if they dropped WRs and focussed on racing.

Instagram would be better if they dropped follower counts.

You know what, sometimes metrics suck.

12:14 AM - 15 Feb 2019

"Sometimes metrics suck."

"Problem-solving is always messy, and most solutions are shaped by political agendas and resource constraints.

The solutions that win out are not necessarily the best—they are generally those that are favored by the powerful or at least by the majority."

-Natasha Iskander

## Varning:

Det som kommer är potentiellt **upprörande** för dem som har upplevt **förlust** 





#### An open letter to @Facebook, @Twitter, @Instagram and @Experian regarding algorithms and my son's birth:

Tech Companies:

answer your "why?" with the cruel-but-true "It's not relevant to v you knew I was pregnant. It's my fault, I just couldn't resist those Instahm decides, Tech Companies? It decides you've given birth, a eekspregnant, #babybump. And, stupid me!, I even clicked once or twices you with ads for the best nursing bras [I have cabbage leavers] nity-wear ads Facebook served up.

the best medical science has to offer to turn your milk off], trice urely saw my heartfelt thank-you post to all the girl friends who came to h the night [I would give anything to hear him cry at all], and t ne sister-in-law who flew in from Arizona for said shower tagging me in Faby [mine will forever be 4 pounds, 1 ounce]. ibly saw me googling "holiday dress maternity plaid" and "babysafe crib on even told you my due date, January 24th, when I created an Amazolen, after all that, Experian swoops in with the lowest tracking

idn't you also see me googling "is this braxton hicks?" and "baby not mothroughout the life he will never lead. ne three days of silence, uncommon for a high-frequency user like me? uncement with keywords like "heartbroken" and "problem" and "stillborn" undred teardrop emoticons from my friends? Is that not something you 3, Tech Companies, I implore you: If you're smart enough to re

ee, there are 26,000 stillbirths in the US every year, and millions more accordingly, or maybe just maybe, not at all. wide users; and let me tell you what social media is like when you finally ospital with the emptiest arms in the world, after you've spent days sobb ds. ip your phone for a couple minutes of distraction before the next wail. It's ingly, the same as it was when your baby was still alive. Pea in the Pod. nity. Latched Mama. Every goddam Etsy tchotchke I was planning for the

8:31 PM - 11 Dec 2018

**28,092** Retweets **67,424** Likes













hen we millions of brokenhearted people helpfully click "I don

encouraging me to "finish registering your baby" (I never "star

ven birth, then surely you're smart enough to realize that my t















## Såhär får det inte gå till

#### Dear Tech Companies:

I know you knew I was pregnant. It's my fault, I just couldn't resist those Instagram hashtags - #30weekspregnant, #babybump. And, stupid me!, I even clicked once or twice on the maternity-wear ads Facebook served up.

You surely saw my heartfelt thank-you post to all the girl friends who came to my baby shower, and the sister-in-law who flew in from Arizona for said shower tagging me in her photos. You probably saw me googling "holiday dress maternity plaid" and "babysafe crib paint." And I bet Amazon even told you my due date, January 24th, when I created an Amazon registry.

But didn't you also see me googling "is this braxton hicks?" and "baby not moving"? Did you not see the three days of silence, uncommon for a high-frequency user like me? And then the announcement with keywords like "heartbroken" and "problem" and "stillborn" and the two-hundred teardrop emoticons from my friends? Is that not something you could track?

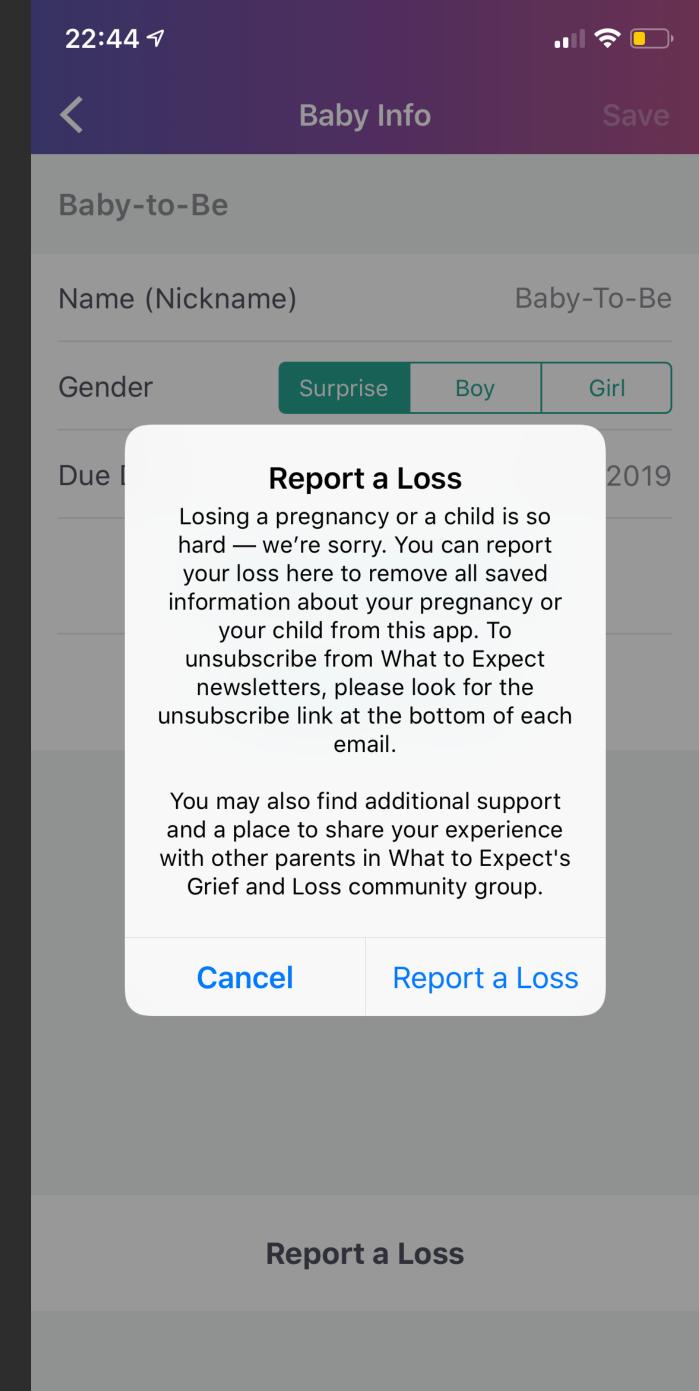
You see, there are 26,000 stillbirths in the US every year, and millions more among your worldwide users; and let me tell you what social media is like when you finally come home from the hospital with the emptiest arms in the world, after you've spent days sobbing in bed, and pick up your phone for a couple minutes of distraction before the next wail. It's exactly, crushingly, the same as it was when your baby was still alive. Pea in the Pod. Motherhood Maternity. Latched Mama. Every goddam Etsy tchotchke I was planning for the nursery.

And when we millions of brokenhearted people helpfully click "I don't want to see this ad," and even answer your "why?" with the cruel-but-true "It's not relevant to me," do you know what your algorithm decides, Tech Companies? It decides you've given birth, assumes a happy result, and deluges you with ads for the best nursing bras [I have cabbage leaves on my breasts because that is the best medical science has to offer to turn your milk off], tricks to get the baby to sleep through the night [I would give anything to hear him cry at all], and the best strollers to grow with your baby [mine will forever be 4 pounds, 1 ounce].

And then, after all that, Experian swoops in with the lowest tracking blow of them all: a spam email encouraging me to "finish registering your baby" (I never "started" but sure) to track his credit throughout the life he will never lead.

Please, Tech Companies, I implore you: If you're smart enough to realize that I'm pregnant, that I've given birth, then surely you're smart enough to realize that my baby died, and can advertise to me accordingly, or maybe just maybe, not at all.

Regards, Gillian



## Såhär bör det gå till



# Det olyckliga slutet är en viktig del av produkt historien



"Human Experience [...] is a critical mindset for building better businesses and products."

- Adam Tinworth

"It's simple, because all you have to do is remember that people are what matters.

"It's simple, because all you have to do is remember that people are what matters.

**It's hard,** because you have to balance the manifold needs and wants of a whole range of people. "

- Adam Tinworth





JOHN DOE

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Tech Skills

SURSHIELD

Gools

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#### Aspirations

"I'm starting my second career in something I love and I hope to someday become an established local brand."

Business

Full time business offering event planning services

Business Growth Drivers

Online | WOM | Social Media | Marketing

#### Mindset

"I don't know how to code or write HTML, but I've heard there are some tools out there where coding is not required, and I think I can handle that."

#### Confidence Building a Website

O 4 High

3 Medium

2 Low

1 Very Low

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#### Needs for a Website

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(memoria)

THE REAL PROPERTY.

meter mage

"A website is the only way I can showcase my brand and get in front of new clients."

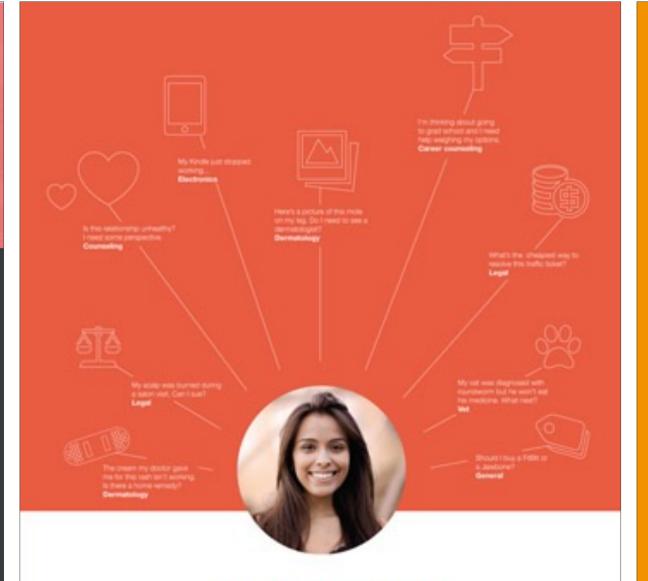
#### **How Weebly Uniquely Serves**

- 1. Offers professional webinars and marketing advice to help grow her business
- 2. Makes her feel part of something bigger with a community of like minded small business owners
- 3. Makes it easy to create a high-quality site to establish her brand and attract clients

Barcelona

40 years

Misfaction



#### Andrea, Optimizer

#### "If there's an easier, cheaper, faster way to do something, I'm all about it."

#### Autorig devices: Phone, phos PC, home lights:

#### Motivation: Convenience, control, saving time and money





AGE: COURSE: GRAPHIC DESIGN

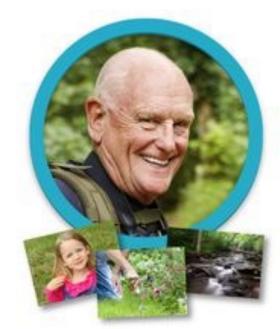
RETAIL JOB: **DEVICES:** 

#### BETH KING

Beth is a full time student living in a share house with several mates. She works in retail to help pay for rent, uni and her social life. She has a boyfriend who takes up much of her free time. She tries to make it to as many lectures and tutorials as possible, but often has to cover shifts at work or needs to skip lectures to catch up on course work. She tries to keep a regular, structured study pattern, but is not very strict about it and sometimes blows off studying to go out and have fun with friends. She mainly uses Moodle to watch lectures online, keep up to date on what happened in missed tutorials and to contribute to forums.

**COMPUTER SKILL ORGANISATIONAL SKILLS** 

HOBBIES: GOING OUT WITH FRIENDS, WORKING OUT, DRAWING



#### HELLO, I'M DAN JENSEN

THE RETIRED SENIOR

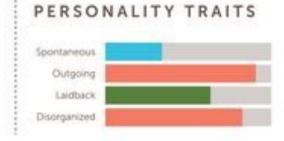
GENDER MALE

LOCATION PORT MODBY

OCCUPATION RETIRED SENIOR

**ENGAGEMENT** 

"I love relaxed, peaceful walks. I love working with people who want to protect the creeks as much as I do even more. It gives my life a greater purpose that cannot be found anywhere else."



MY TYPICAL DAY







hatchery and help out with any team.













FRUSTRATIONS



TASKS AT THE HATCHERY



monitor water

temperature at the hatchery

and water

Get held data Plan for events like the Fingerling

within the society.

#### MY MOTIVATIONS

fused to be logistics cooliginators

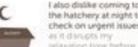


#### 60%

I like inking and taking walk in the parks, enjoying the beautiful scenery.

Over the years, I have seen how

with technology, and conducting the analyses in the saboratory when I am helping the Water Quality Team



the hatchery at night to check on urgent issues.

MY GOALS

@annadahlstrom RELATIONSHIP WITH SOCIETY



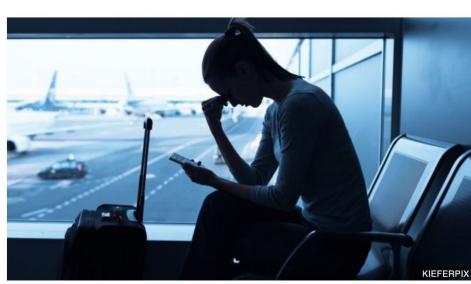


#### **#PlaneBae: A cautionary tale about** privacy when a story goes viral

By Rozina Sini BBC News

() 13 July 2018





A woman secretly photographed on a flight to Dallas has released a statement about how she has been shamed and harassed since a fictional romance about her went viral on social media.

Parts of a conversation she had with a fellow passenger on 3 July was overheard by actress and comedian Rosey Blair and her boyfriend, who documented their interpretation of it as an unfolding romance which became known online as #PlaneBae.

But the woman says she has been hounded and doxxed - internet terminology for revealing someone's personal information without their consent.

"I did not ask for and do not seek attention. #PlaneBae is not a romance - it is a digital-age cautionary tale about privacy, identity, ethics and consent," she said in a **statement given to Business Insider by her lawyer**.

The original, and now edited thread was posted to Twitter and gained more than 250,000 retweets and interactions, and more than half a million likes.

However, amid the thousands of comments from those believing they were witnessing true love unfold were some who thought it was intrusive and creepy.



The faces of the two passengers who had unwittingly become the subject of Rosey's story had been blurred out, but an online hunt was under way to try to identify them.

The woman was being referred to as "pretty plane girl" and Twitter users posted screen shots of what they said was her Instagram account.

"My personal information has been widely distributed online," she said in the

"Strangers publicly discussed my private life based on patently false information. I have been doxxed, shamed, insulted and harassed. Voyeurs have come looking for me online and in the real world."

In stark contrast, the man in the story told the BBC he had contacted Rosey himself

#### **Top Stories**

#### MPs reject May's EU withdrawal deal again

Theresa May's Brexit deal is defeated in the Commons by 149 votes, with 17 days to go until the UK leaves the EU.

③ 45 minutes ago

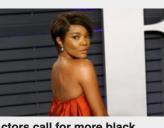
Third person dead after Ben Nevis avalanche

③ 3 hours ago

US refuses to ground Boeing crash aircraft

① 12 minutes ago

#### **Features**



Actors call for more black hairstylists



'Sometimes I pray to my dead daughter'



Do supermarkets know more about us than we do?



How chess is changing children's



Corrie's roof collapse and other soap disasters



# Historien om #PlaneBae



# Mindre anwändare & kunder Mer människor & personer

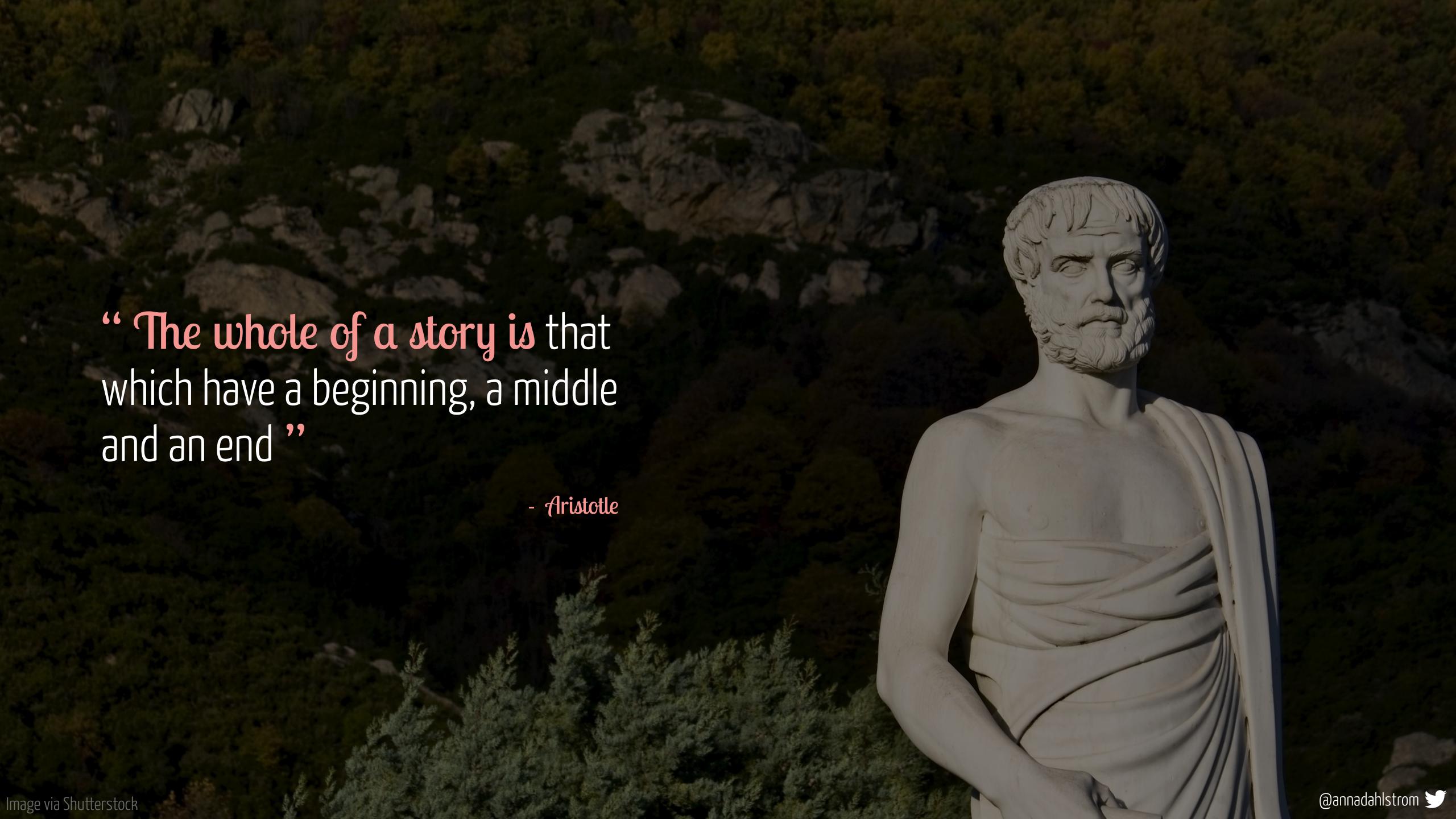






The right story to the right people in the right way

1.
Vad är berättelsen?



# Struktur

handlar om vad du berättar för din publik och när du berättar det

#### **OPENING**







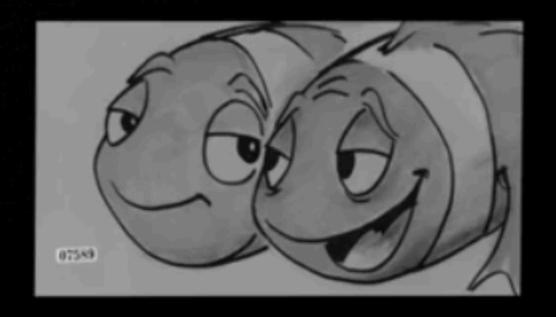






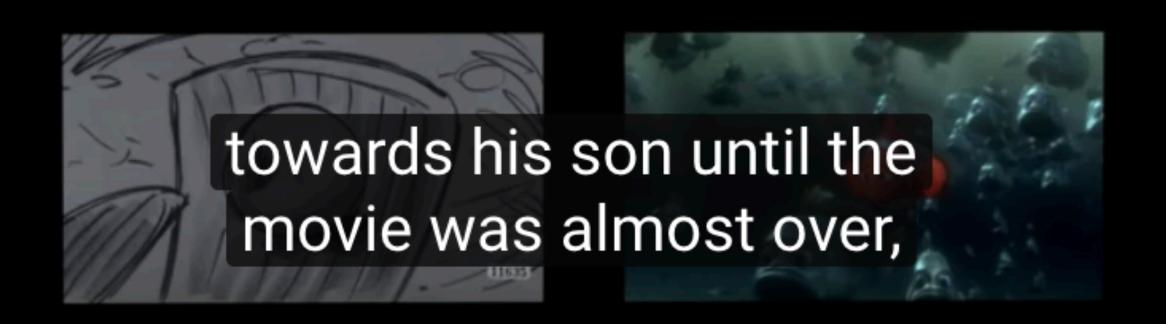




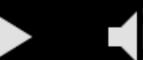


**END** 











2:52 / 3:56







#### **OPENING**







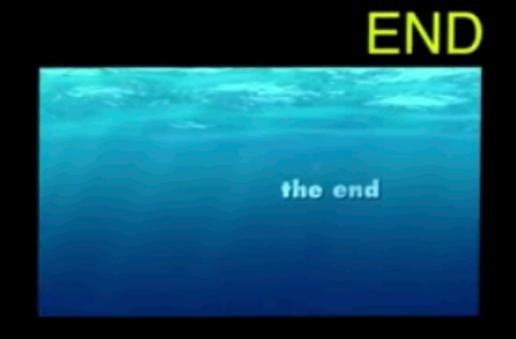


**MIDDLE** 

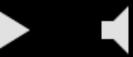
















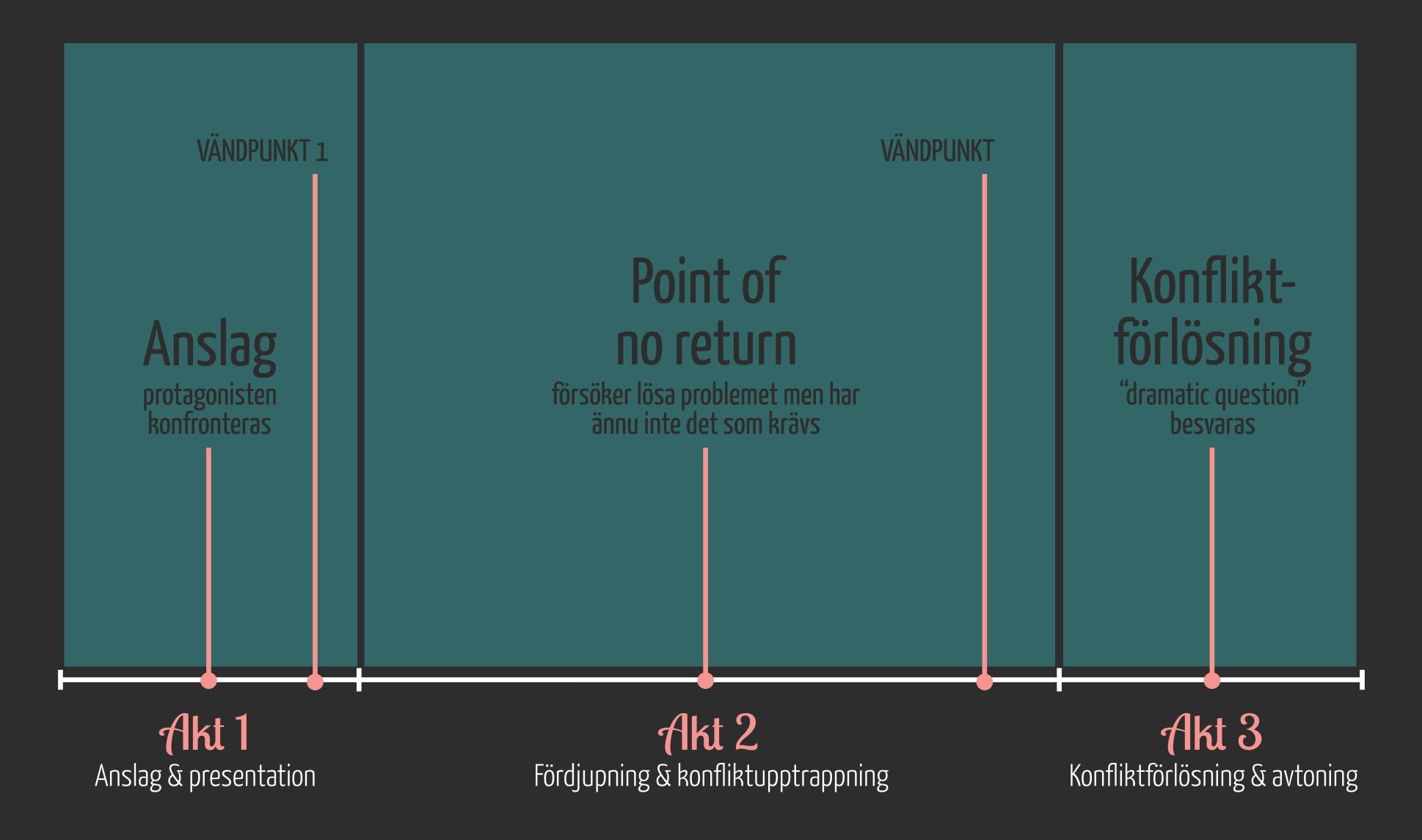




# Dramaturgi

hur man bygger upp en berättelse rent strukturellt på ett ändåmålsenligt sätt

## Tre akts modellen



#### Man in Hole

#### Boy Meets Girl

#### From Bad to Worse

#### Which Way Is Up?



The main character gets into trouble then gets out of it again and ends up better off for the experience.



Arsenic and Old Lace



Harold & Kumar Go To White Castle



The main character comes across something wonderful, gets it, loses it, then gets it back forever.



Jane Eyre



Eternal Sunshine of the Spotless Mind



The main character starts off poorly then gets continually worse with no hope for improvement.



The Metamorphosis



The Twilight Zone



The story has a lifelike ambiguity that keeps us from knowing if new developments are good or bad.



Hamlet



The Sopranos

#### Creation Story

#### Old Testament



In many cultures' creation stories, humankind receives incremental gifts from a deity. First major staples like the earth and sky, then smaller things like sparrows and cell phones. Not a common shape for Western stories, however.



Humankind receives incremental gifts from a deity, but is suddenly ousted from good standing in a fall of enormous proportions.



**Great Expectations** 

#### **New Testament**



Humankind receives incremental gifts from a deity, is suddenly ousted from good standing, but then receives off-the-charts bliss.



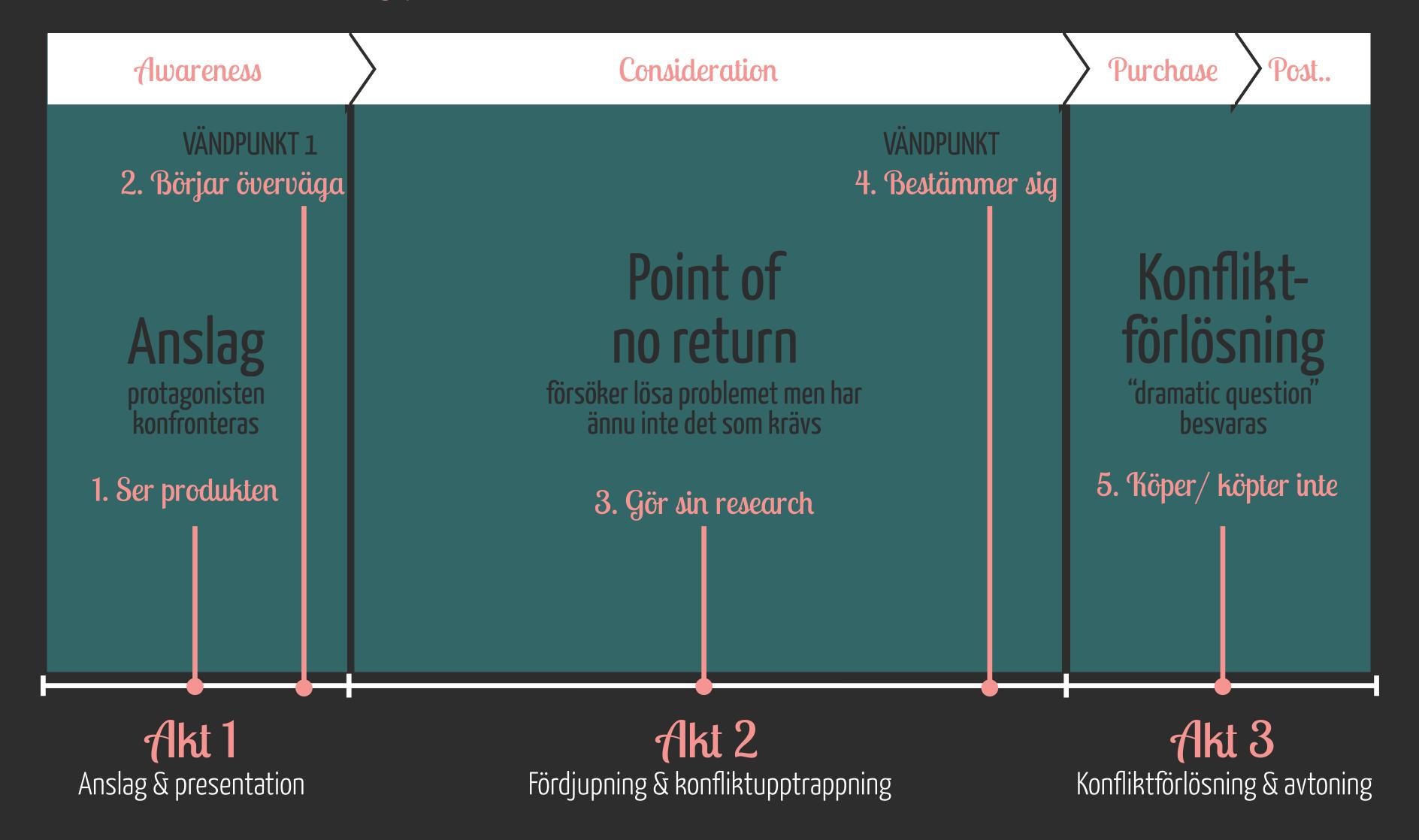
Great Expectations with Dickens' alternate ending

#### Cinderella

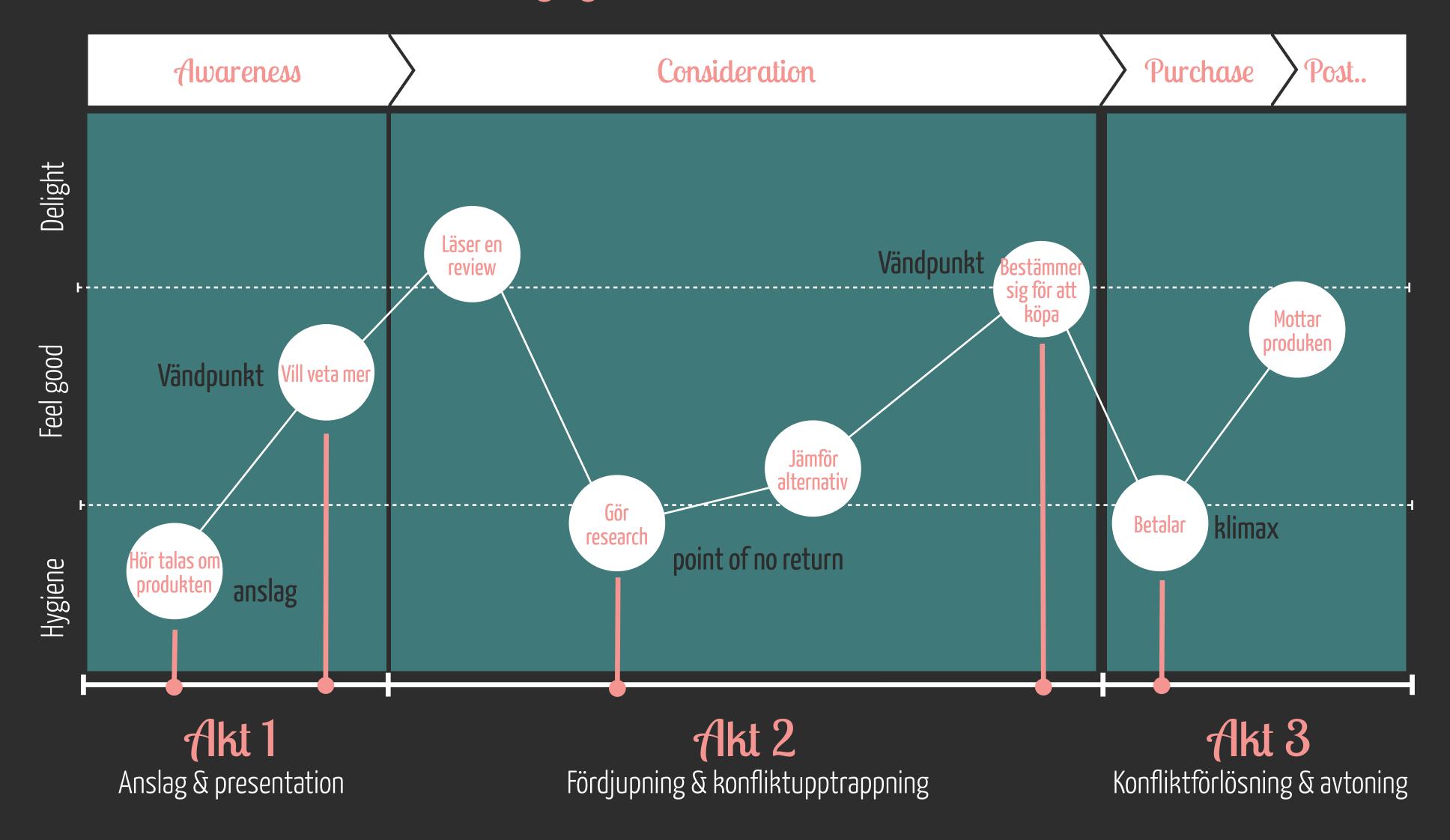


It was the similarity between the shapes of Cinderella and the New Testament that thrilled Vonnegut for the first time in 1947 and then over the course of his life as he continued to write essays and give lectures on the shapes of stories.

# En typisk köp produktslivscykel

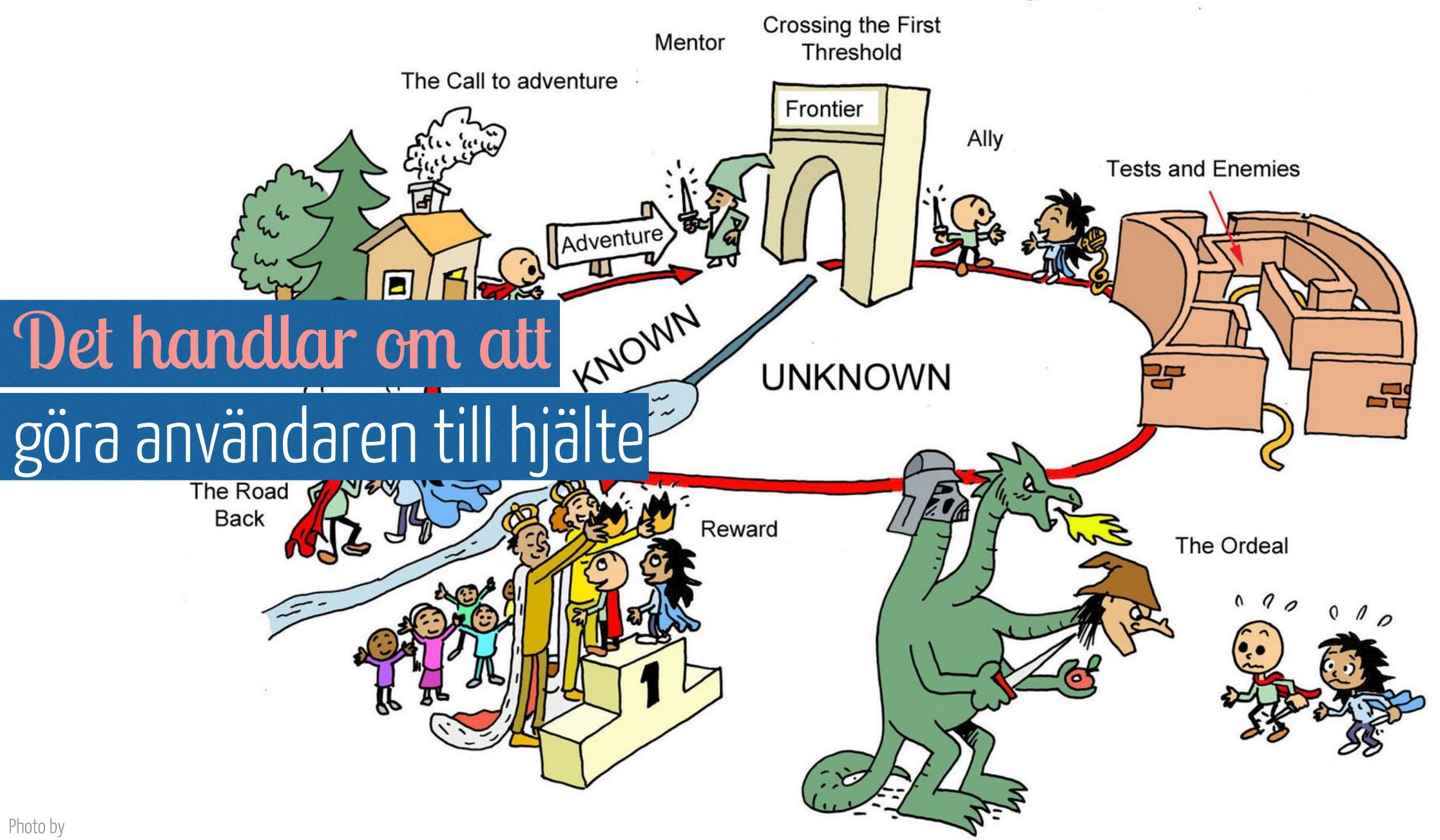


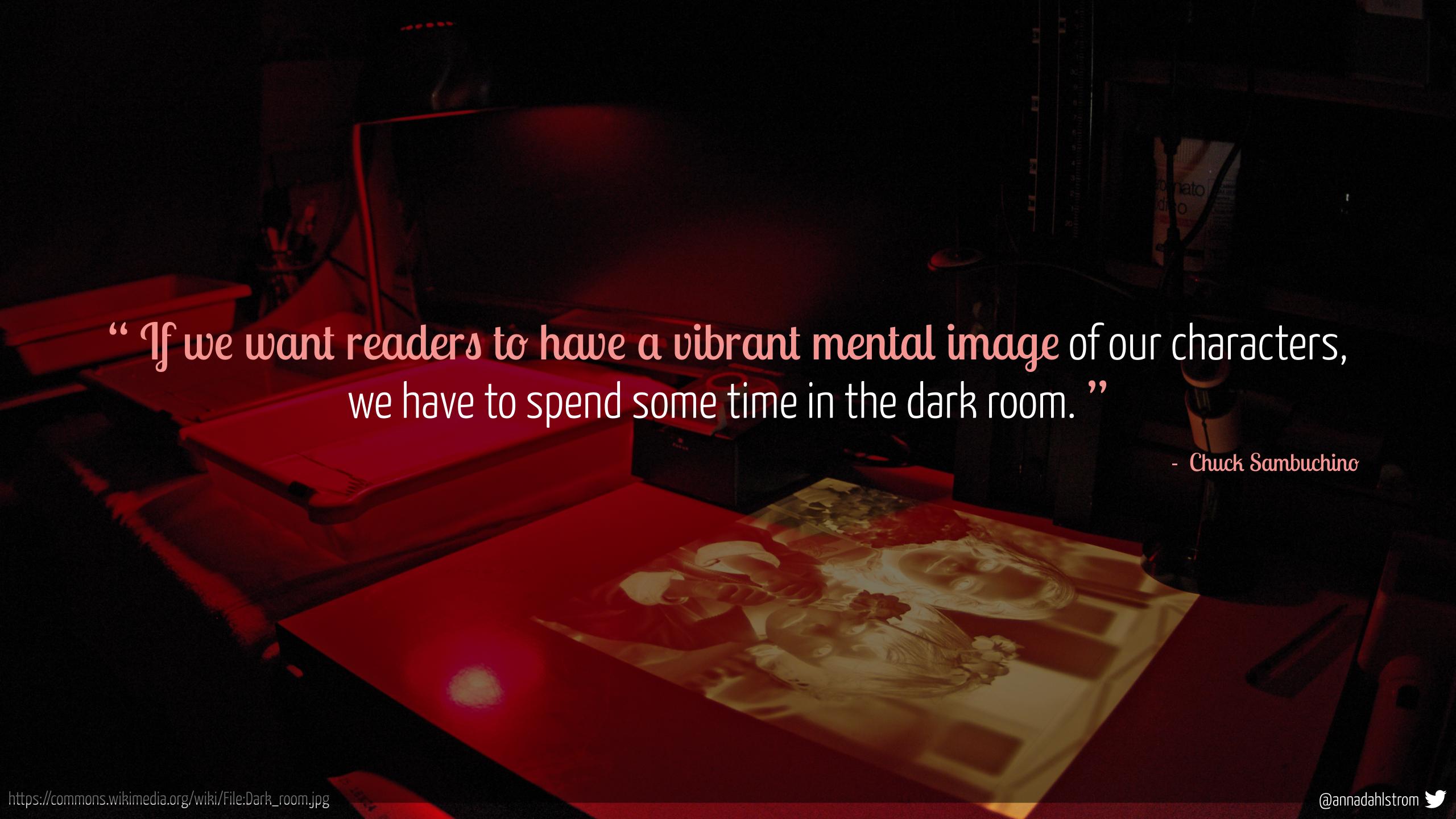
## Kartlägg produktupplevelsen

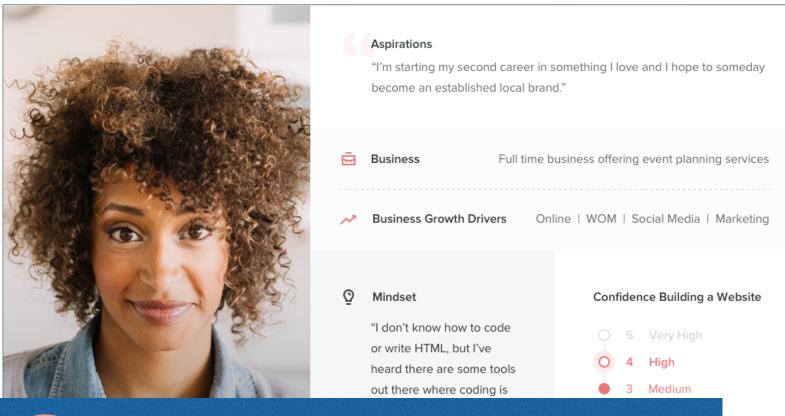


2. **Vem** handlar berättelsen om?

### The Hero's Journey







### Glöm inte deras

bakgrundshistoria & att följa upp Irea, Optimizer

'My website will be the face of

How Weebly Uniquely Serves

1. Offers professional webinars

and marketing advice to

help grow her business

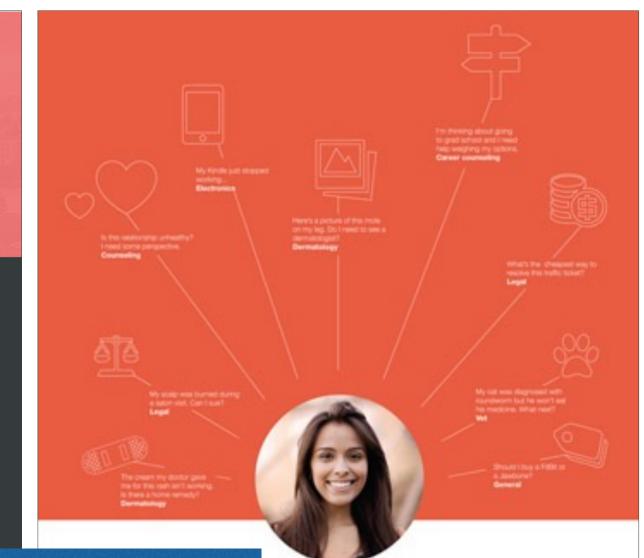
2. Makes her feel part of

something bigger with a

community of like minded

small business owners





I'm all about it."

faster way to do something,

Motivation: Convenience, control, saving time and money





### BETH KING

Beth is a full time student living in a share house with several mates. She works in retail to help pay for rent, uni and her social life. She has a boyfriend who takes up much of her free time. She tries to make it to as many lectures and tutorials as possible, but often has to cover shifts at work or needs to skip lectures to catch up on course work. She tries to keep a regular, structured study pattern, but is not very strict about it and sometimes blows off studying to go out and have fun with friends. She mainly uses Moodle to watch lectures online, keep up to date on what happened in missed tutorials and to contribute to forums.

AGE: COURSE: GRAPHIC DESIGN RETAIL **DEVICES:** 

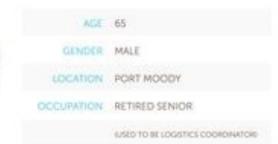
**COMPUTER SKILL** ORGANISATIONAL SKILLS

HOBBIES: GOING OUT WITH FRIENDS, WORKING OUT, DRAWING



### HELLO, I'M DAN JENSEN

"I love relaxed, peaceful walks. I love working with people who want to protect the creeks as much as I do even more. It gives my life a greater purpose that cannot be found anywhere else."



















FRUSTRATIONS

### TASKS AT THE HATCHERY



monitor water

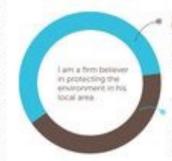
temperature at

Get held date:

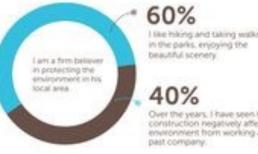
and water

within the society. Plan for events like the Fingerling

### MY MOTIVATIONS







### with technology, and

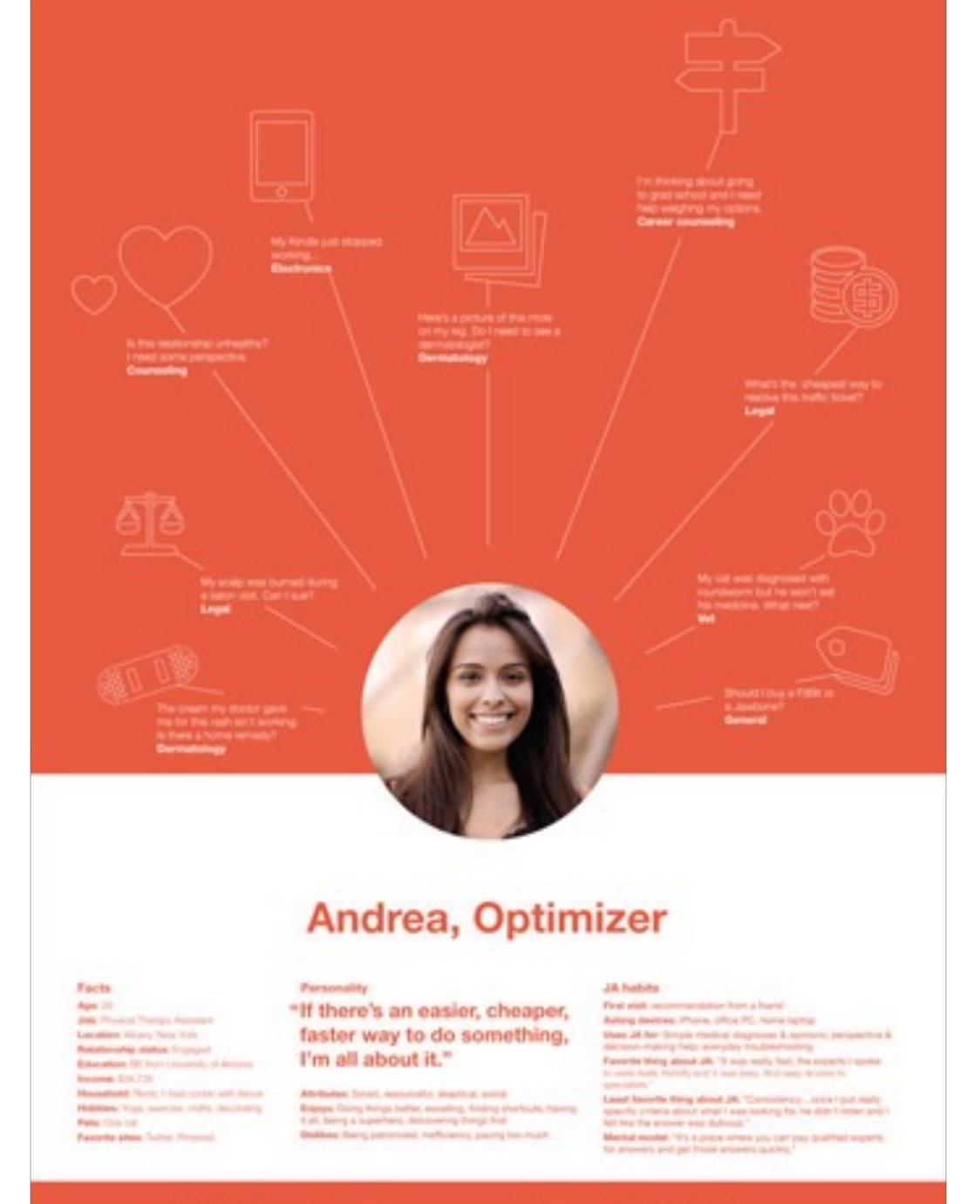


conducting the analyse am helping the Water Quality from

the hatchery at night to check on urgent issues.

RELATIONSHIP WITH SOCIETY

MY GOALS



- 1. Vad är deras bakgrundshistoria?
- 2. Varför har de kommit till just din produkt?
- 3. Vilken sinnesstämning är de in?
- 4. Hur **förändras** den samt personen själv under produktupplevelsen?
- 5. Vad vill de undvika?
- 6. Hur reagerar de vid varje vändpunkt?

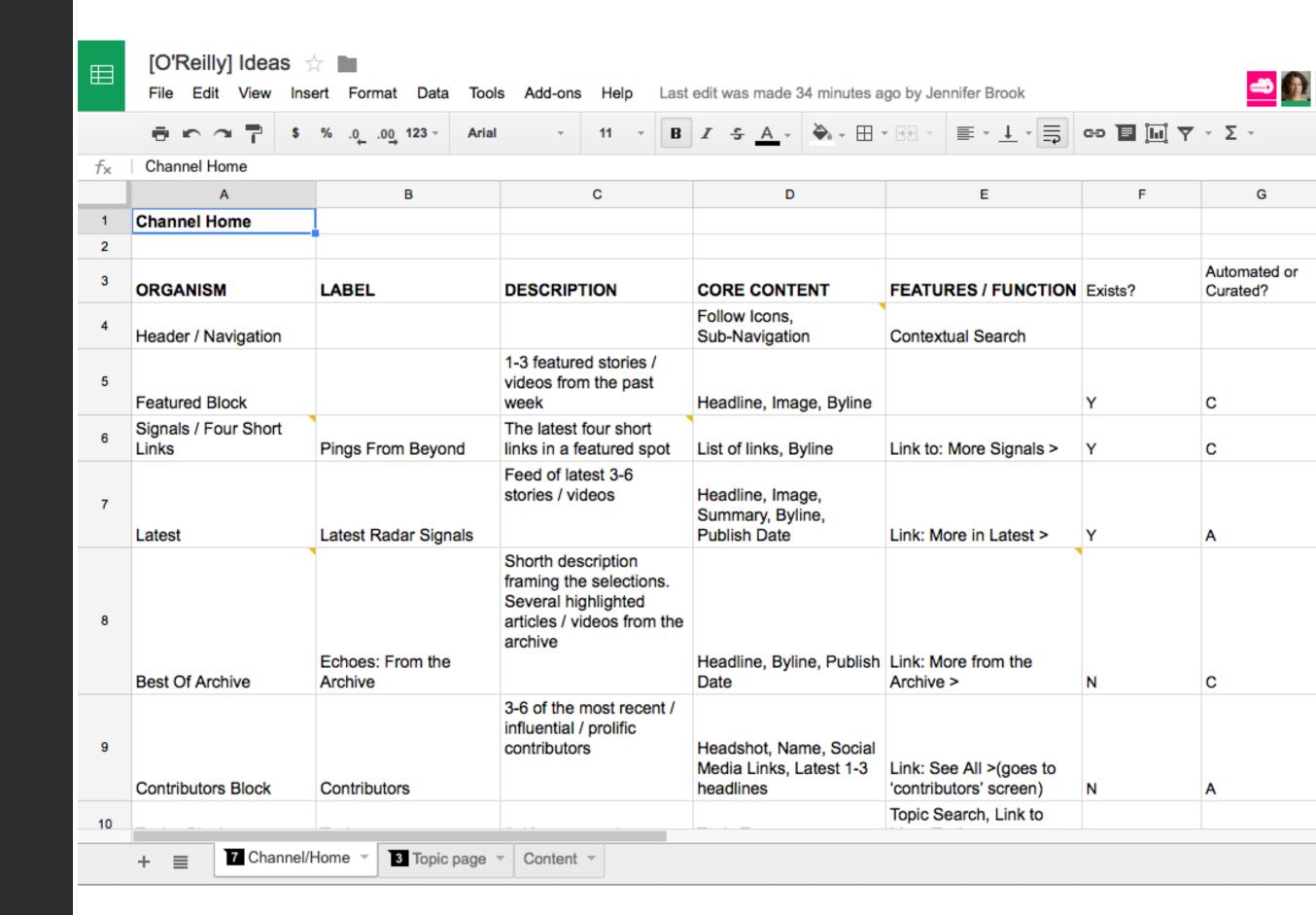
3. **Hur** förmedlar du berättelsen bäst?





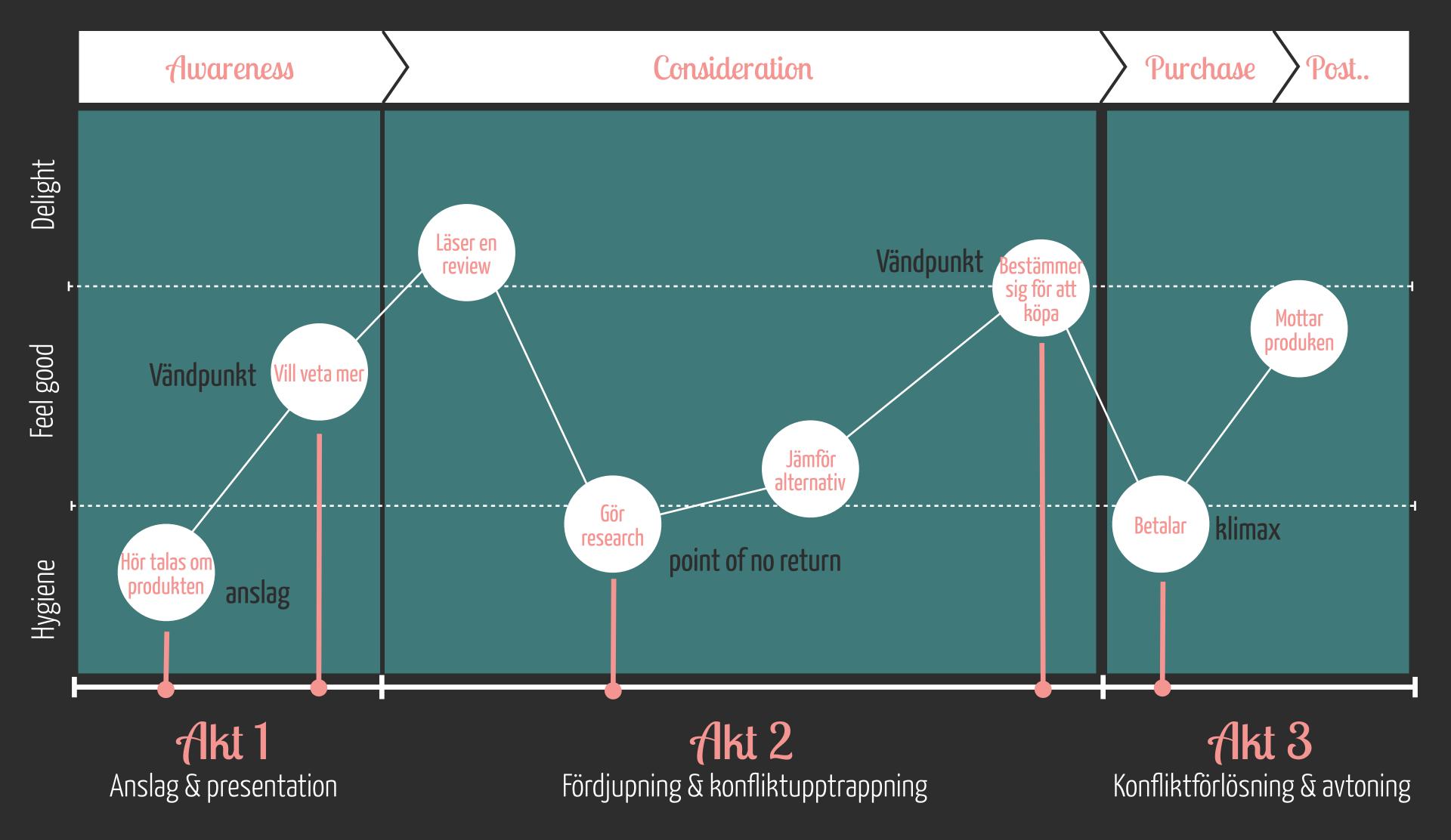
- "I also accompany every page's spreadsheet with a list of:
- mindsets that users bring to these pages
- tasks that the page can complete for users
- goals that the page must fulfill for the organization "

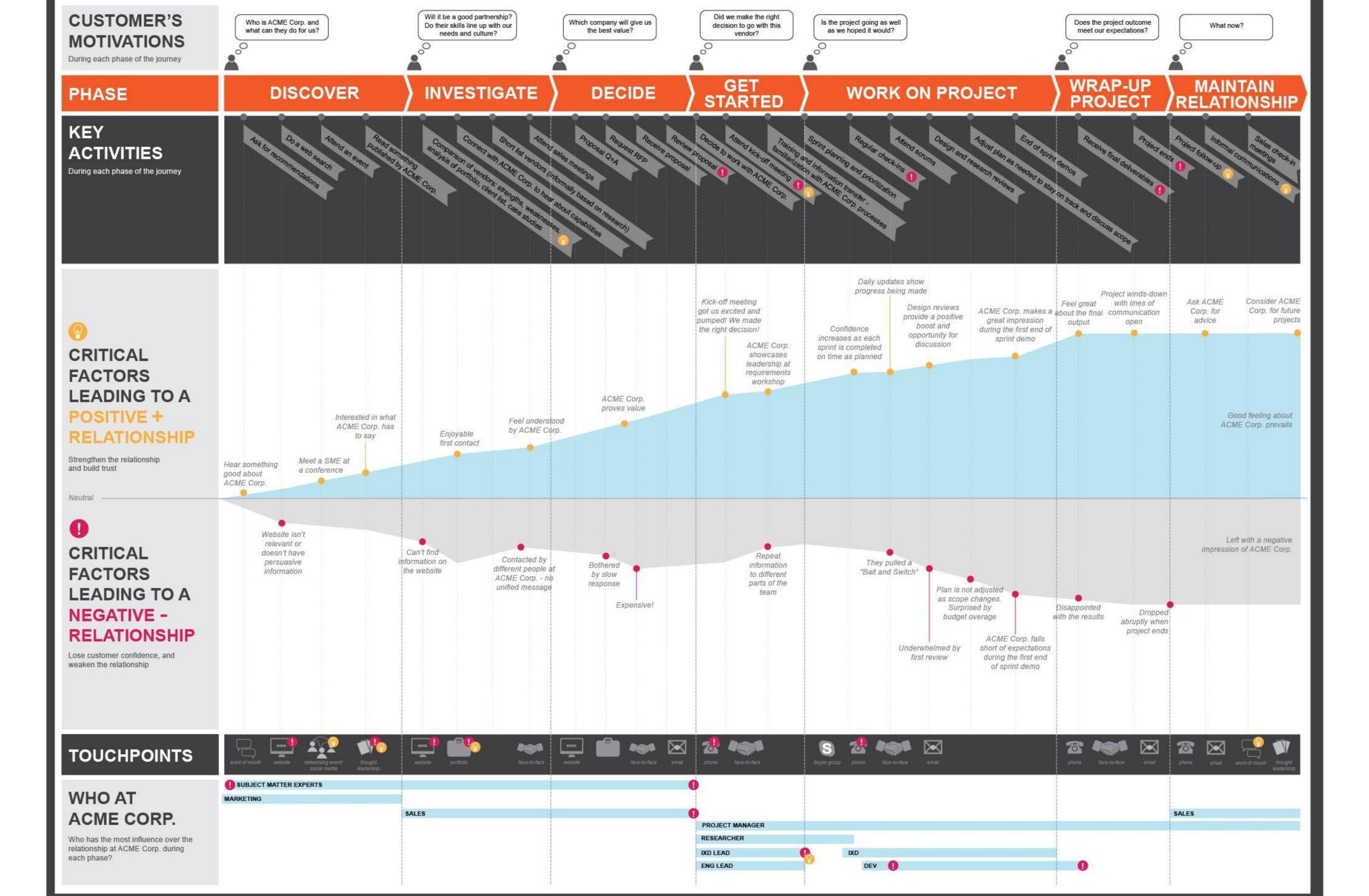
- Josh Clark, big medium





## Kartlägg & planera för mer än det optimala





### Canvas for Consumer Endings and Off-Boarding.

### **Usage welcomed. Attribution appreciated.**Created by Joe Macleod, Head of Endineering | Author of Ends.

Joe@andend.co | www.andend.co @mrmacleod

### **Transaction** models Pay After,

Pay Before, Scheduled Payment, Synchronous, Continuous Observation

### **Empowered?**

Transaction model establishes a power relationship.

### **Transparent?**

The transaction model establishes transparency and visibility to information.

### **Death dates**

Expected lifespan of the product. This doesn't mean the manufacturing capability, but how long the product or service is used actively by the user.

### **Opportunity to leave**

Ex. Netflix. Easy Gym.

### Legislation

ex. GDPR. Scope 3 emissions 7 day switch, etc.

### Consciously Connected to the rest of the experience through Emotional Triggers that are Actionable by the user in a Timely manner.

### Consciously Connected.

How is there a thread between the beginning and the end of the consumer experience.

### **Emotional Triggers.** Actionable.

It is important that consumer acknowledges consumer feel? How does it encourage the end. Providing an actionable ending giving thanks? How does it encourage helps the consumer feel involved and take responsibility.

### Timely.

Lingering or unused products and services should be bought actively to an end. Reclaiming resources and reducing exposure of lingering data.

### **Ending types**

How will your consumer experience these types of endings?

### **Examples Services**

**Products** 

**Digital** 

in your consumer experience these types or endings:							
	Time Out	Exhaustion /Credit Out	Task/Event completion	Broken / Withdrawal	Lingering	Proximity	Style
S	2 week holiday, 3 year degree,	Pay As You Go, Points on your driving license	Parcel delivered, boiler fixed, concert watched.	Break the contract. Leave the film early.	An unused gym membership.	Move outside of covered area.	Writing letters. Rag&Bone man. Waiting
ts	Sell by Date Warranty	Battery empty	Used disposable items	Product broken	Non-fitting clothes. Old phones in draws.	Items in storage	Kindle Sliver Cross Pram
	1 year software subscription,	Gems in Clash of Clans	Game completed	Provider has shut down, sold out, gone bust.	App deleted yet service capturing data.	Apple to Android GDPR and LA Times	MySpace Facebook

### Neutralise

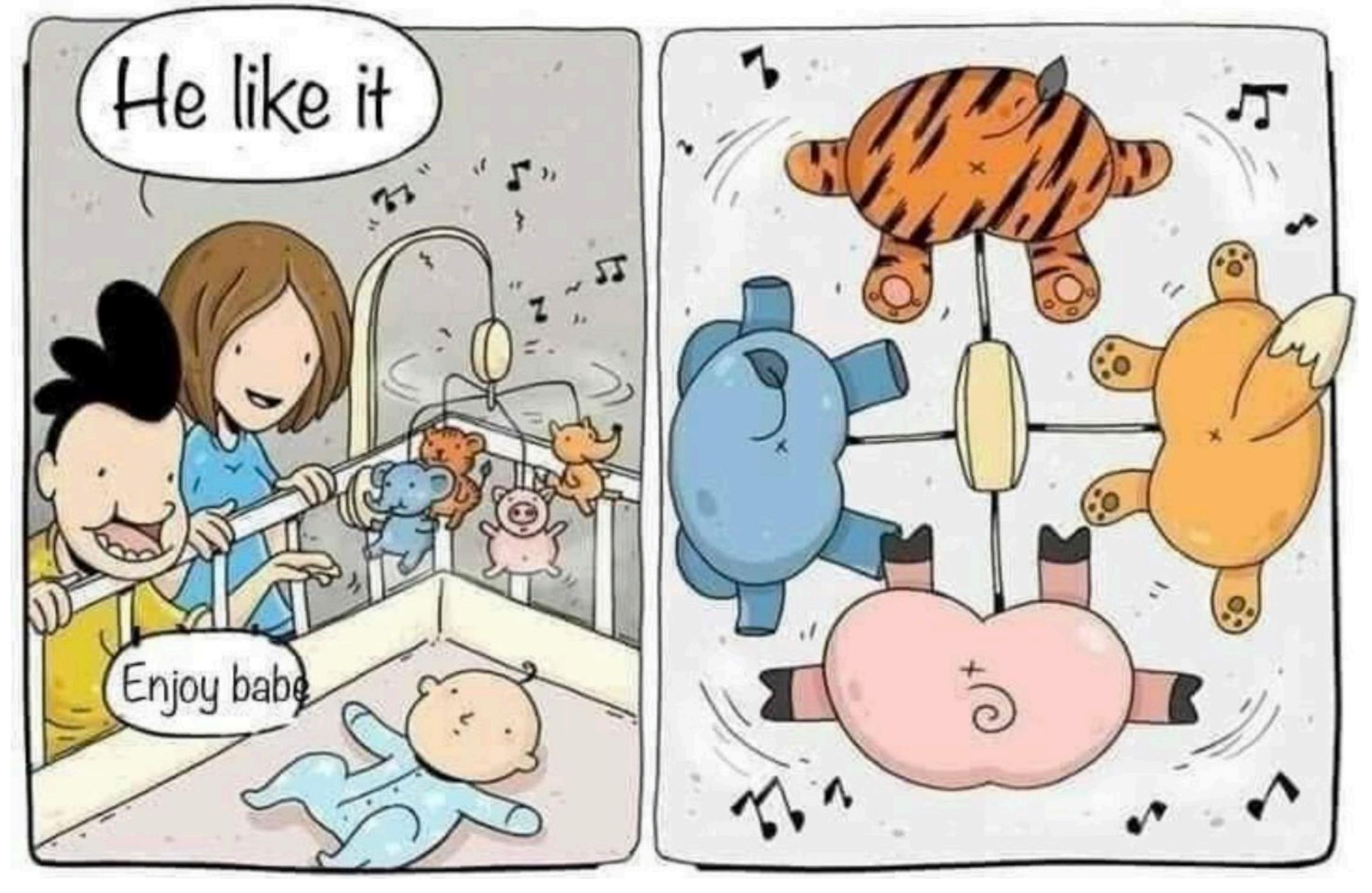
ex. Device dismantled? Data erased? Correct destination of materials?

### **Aftermath** target

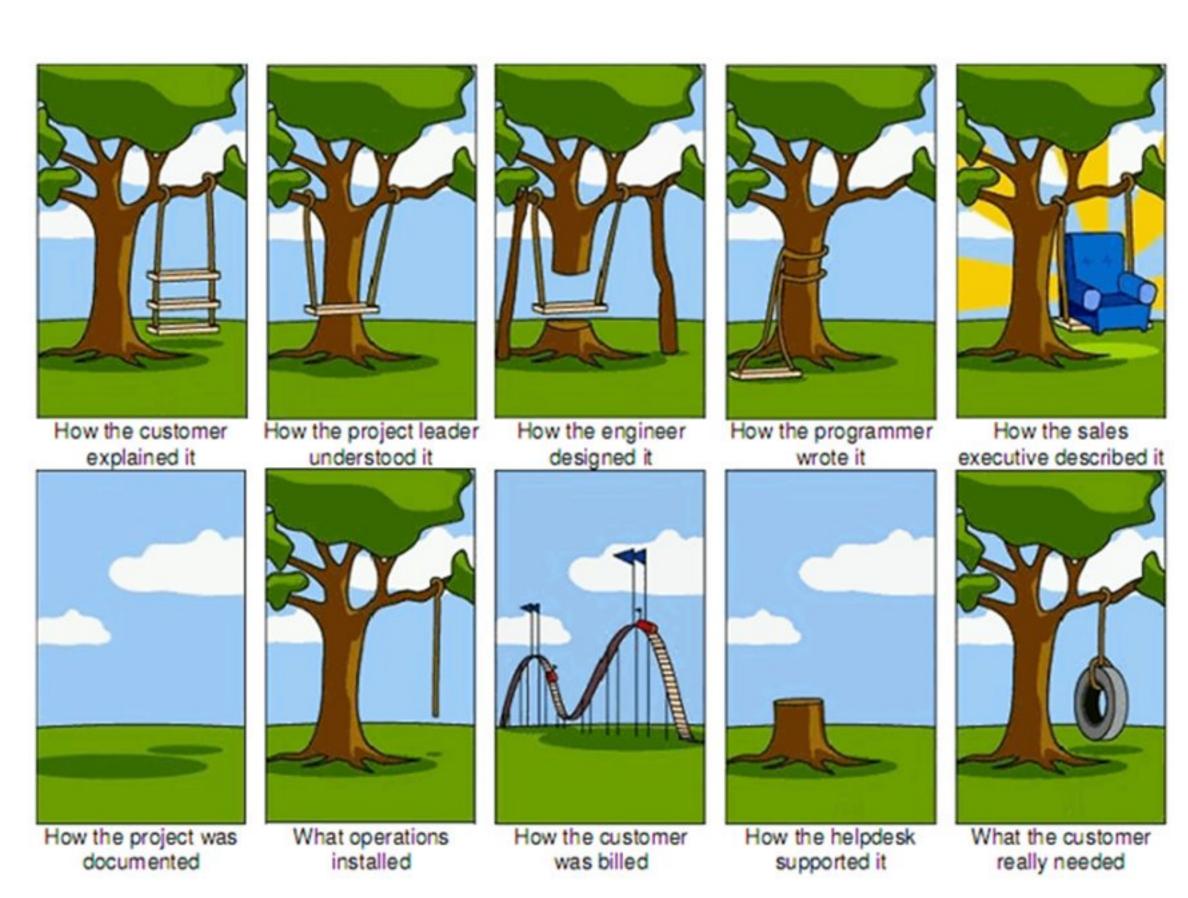
We would like the consumer to feel and say this about our service or product after they have left.

- 1. Vad är berättelsen?
- 2. Vem handlar berättelsen om?
- 3. Hur förmedlar du berättelsen bäst?





Vi måste våga ta ansvar



## Det som ger oss **succé** är det som ger **människor succé**





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### TECHNOLOGY

### When Kids Realize Their Whole Life Is Already Online

Googling yourself has become a rite of passage.

TAYLOR LORENZ FEB 20, 2019



SHUTTERSTOCK

**f** Share

Updated at 4:53 p.m. on February 20, 2019.

**Y** Tweet

**∠** Email

For several months, Cara has been working up the courage to approach her mom about what she saw on Instagram. Not long ago, the 11-year-old—who, like all the other kids in this story, is referred to by a pseudonym—discovered that her mom had been posting photos of her, without prior approval, for much of her life. "I've wanted to bring it up. It's weird seeing myself up there, and sometimes there's pics I don't like of myself," she said.

### Play The Atlantic Crossword

Our mini puzzle gets bigger and more challenging each day. See if you can solve your way through the week. Play!

Like most other modern kids, Cara grew up immersed in social media. Facebook, Twitter, and YouTube were all founded before she was born; Instagram has been around since she was a toddler. While many kids may not yet have accounts themselves, their parents, schools, sports teams, and organizations have been curating an online presence for them since birth. The shock of realizing that details about your life—or, in some cases, an entire narrative of it—have been shared online without your consent or knowledge has become a pivotal experience in the lives of many young teens and tweens.

Recently a parenting blogger wrote in a *Washington Post* essay that despite her 14-year-old daughter's horror at discovering that her mother had shared years of highly personal stories and information about her online, she simply could not stop posting on her blog and social media. The writer claimed that promising her daughter that she would stop posting about her publicly on the internet "would mean shutting down a vital part of myself, which isn't necessarily good for me or her."

Am I ready?



### MORE STORIES

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