

# THE MOM TEST

The "Mom test" is what most of us do. We ask people who know us if they like our ideas. Every part of it is wrong.

## THE Problem



Why we share our idea, EVERYONE loves it.



few people will actually pay for it.



& they lie to themselves.

# Why?

People don't want to hurt your feelings

## THE Solution

Ask about their specific problems - not your solution



Ask about their life Not your idea



Ask for specific examples in the past Not generics / Opinions about the future



Talk less, listen MORE



is Good!  
it saves you time

You should Add...

Ask questions to find underlying motives



Don't ask like

"I have an AWESOME idea - what do you think?"

# The Mom Test

**Nancy Kirsch**



## **The Mom Test:**

**The Mom Test (summary)** Rob Fitzpatrick,2015      Summary of The Mom Test - [Keypoints and Takeaways] PenZen Summaries,2022-10-05 The Mom Test summary includes the key points and important takeaways from the book The Mom Test by Rob Fitzpatrick The summary of The Mom Test How to Talk to Customers and Learn If Your Business is a Good Idea When Everyone is Lying to You presented here include a short overview at the start and the main points at the end of the summary The Summary of When starting a business the conversations you have with potential customers and potential investors are the two types of conversations that will be most important to the success of your venture The book The Mom Test provides guidance on how to extract the most important information from these meetings and ensure that your company is built on the strongest foundation possible for its future success Disclaimer 1 This is an unofficial summary and not intended to replace the original book 2 In this summary key points are rewritten and recreated and no part text is directly taken or copied from original book 3 The purpose of this summary is to highlight the outline and ideas in original book more effectively and to encourage reader to buy the original book We recommend to buy excellent original book 4 The author or publisher of this summary is not associated in any way with the author or publisher of the original book      SUMMARY: The Mom Test: How To Talk To Customers Learn If Your Business Is A Good Idea When Everyone Is Lying To You By Rob Fitzpatrick Shortcut Edition,1900      The Mom Test Rob Fitzpatrick,2013-10-09 The Mom Test is a quick practical guide that will save you time money and heartbreak They say you shouldn t ask your mom whether your business is a good idea because she loves you and will lie to you This is technically true but it misses the point You shouldn t ask anyone if your business is a good idea It s a bad question and everyone will lie to you at least a little As a matter of fact it s not their responsibility to tell you the truth It s your responsibility to find it and it s worth doing right Talking to customers is one of the foundational skills of both Customer Development and Lean Startup We all know we re supposed to do it but nobody seems willing to admit that it s easy to screw up and hard to do right This book is going to show you how customer conversations go wrong and how you can do better      The MOM Test Rob Fitzpatrick (Emprenedor),2013      **The Maker Playbook** Caroline Haebig,2021-08-17 For School Leaders and K 12 Educators Get concrete strategies for designing and implementing cultural and instructional supports for maker learning and equipping makerspaces to model universal design for learning UDL in action School leaders and classroom teachers alike are looking for ways to integrate maker learning into their work in meaningful ways but they simply don t have the time capacity or resources to review synthesize or adapt existing models into their own school systems The Maker Playbook offers a vision and the tools needed to streamline the process including high impact strategies you can put directly into action to foster an inclusive maker learning environment In these pages you ll find ready to use strategies and resources to guide learners in the design thinking maker learning process With the Universal Design for Learning UDL Guidelines as a basis you ll get ideas for helping all students learn and guidance for developing the scaffolding to help all

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National Standardized Mom Test Annie Pigeon,1998-04 Author Annie Pigeon has developed a multiple choice quiz modeled after real standardized tests that gives Moms points for the information they really need to know from the four essential food groups food they ll eat food they won t food they can throw food they ll throw up to discipline techniques time out cash bribes ultimatums shameless begging and pleading **The Economist** ,2004 **Ethics in Physical Therapy: A Case Based Approach** Nancy Kirsch,2018-04-13 A Case Based Approach to Learning Ethics in Physical Therapy Ethics in Physical Therapy utilizes a unique case based approach to teach students and clinicians how to apply theoretical concepts to real world situations The cases were carefully selected to encourage thinking and discussion The accompanying text provides a framework to answer the should questions such as What should I do and How should I act The format provides the opportunity to move beyond the individual realm when appropriate resolving issues within an institutional or societal perspective The text is divided into two sections Ethics for the Physical Therapist and Types of Ethical Decisions Case Analysis They are designed to integrate with one another but each section can also be used separately Part I provides more didactic foundational material while Part II strives to apply ethical decision making tools to relevant cases in physical therapy practice with the second section focusing on case analyses The purpose of Ethics in Physical Therapy is to give students and clinicians a lens through which to analyze contemporary ethical challenges Philosophical theory within the text is limited to that which can be applied practically in the clinical setting This book is not intended to be a work on ethical behavior rather it is designed to provide students and clinicians with a framework in which to approach the uncertainty of ethical decision

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