



The Pareto Principle

An 80-20 Path to Success



DEVELPRENEUR
BUILDING BETTER DEVELOPERS

Success Via Minimums

- The Pareto Principle
- A minimum viable product
- Solving The Core Problem
- Finding Victory
- Avoiding Predictions
- Bootstrapping



The Pareto Principle



- 80% of the effort goes into 20% of the solution
- AKA the 80-20 Rule
- Slim, Trim, and Avoiding extras
- Is 80 Enough?
- Not Cutting Corners



Minimum Viable Product

- Solves the primary problem simply as possible
- Often a First Step
- Lowest Risk Approach
- Viability is key, must function



Solving The Core Problem

- Back To Basics, Define It Exactly
- Avoid any nice to have features
- Usability is still required, but may be limited
- Primary use case or user story
- An ATM Example



Finding Victory



- Avoid Cost of a long project
- Declare wins and move on
- Feedback loop energizes
- Steady Progress



Avoiding Predictions

- We do not know what we do not know
- Users give the best and most useful feedback
- A working demo is better than a vision
- Stick to what we know, refine the rest later



Bootstrapping

- Build on what you have accomplished
- Use the MVP to draw users and involve them in building the final solution
- Options for revenue to feed to new features
- Risk of letting out IP but maybe worth the trade



Final Thoughts

- Use the 80/20 Rule to get to a product you can demo/discuss
- Even better than clickable demos
- Embraces grabbing low hanging fruit first
- Might be the only option
- Questions? Comments?



What We Learned

- Done does not have to be 100%
- Less in a working product is better than more in one that is not
- We rarely know all the requirements
- We can cut our losses or build on a solid foundation



Thank You!

I appreciate your time and would love to discuss any of this further. You can send questions, comments and suggestions through any of these methods.

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