

UX Research Report

Mitchell Joe Design Team Chartboost, April 21, 2015 <u>mitch@chartboost.com</u>

Agenda



UX Research Methods

- Heuristic Evaluation
- Personas
- In-Person Interviews



2

Case Study: Segment Builder







Overview



Why conduct research?



"I don't know if I'm normal."









User Studies



Chartboost Users



Billy Chan Associate Director, Growth & Analytics Hong Kong | Internet



Scott Williams User Acquisition Manager at G5 Games San Francisco, California | Marketing and Advertising

1st

2nd



Kate Kaffun

Mobile User Aquisition Manager, Marketing at GSN (TV & Games) San Francisco Bay Area | Marketing and Advertising



Producer, Project Manager at Carpe Diem



Samet Durgun Marketing Manager at Wooga Berlin Area, Germany | Information Technology and Services 1st

2nd

Chartboost ⊿









Products Tested



Products Tested

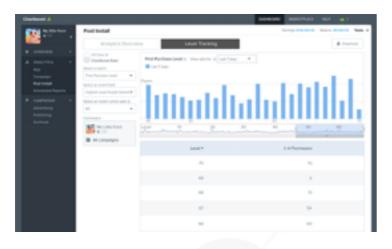
Advertiser Onboarding

Add Apps + Add Apps + Cross Constant & share Constant & share Constant & share Constant & share Constant & share Constant & share	to Chartboost! of gate breekpes with have been agains new users. Getting started is	e excited for you to join thousan	arthood A
		1 AUGA - CH	
Small Making Manay Acquire New Players	Acquire New	Start Making Manay	

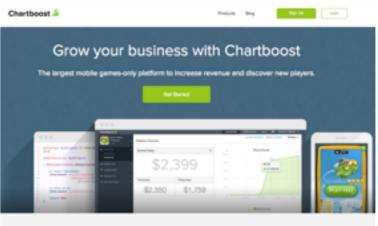
Segment Builder

Charlinson &						 ****	and the	8	-	100 1
	•	Tools: Edit User Segments					- 19 19 19		barra Barra In	_
		the lagrant land								
		This was suggested includes:								
		()	e. •	of the following criterio:						
		ALC		10.000						
		🔛 Manadar Basti		Burlier of purchases					1	
		Carlo Manadar Raste		manuf data			and age	-		
		😼 basa'a baar		Bartise of parchases						
		And other to								
										- 1
		Add here section								
										- 1

Level Tracking



Chartboost.com



Built for Mobile Game Developers Free Creas Promotion, they and set mobile and directly with other developers in the Direct Devel metergates. Plus the largest mobile games only at release with interestitie and mobile video acts. All with unprecedented transportance and data to help use drive intelligent decisions.



Products Tested

Advertiser Onboarding

Level Tracking

Segment Builder

Charlinson &			-	-				
.					- 19. 19 . 1 9			_
	Tools: Edit User Segments () Vier Tegrant News					0.0	on bep	-
	The set of parts tables							
	C Manater Rasa - 1000 ADI Statistic Advance - Kanine of particular Mill online							
						Carro		

Chartboost.com



Built for Mobile Game Developers

and Al with expressioned transporting and data to help you this Heldgard decision.





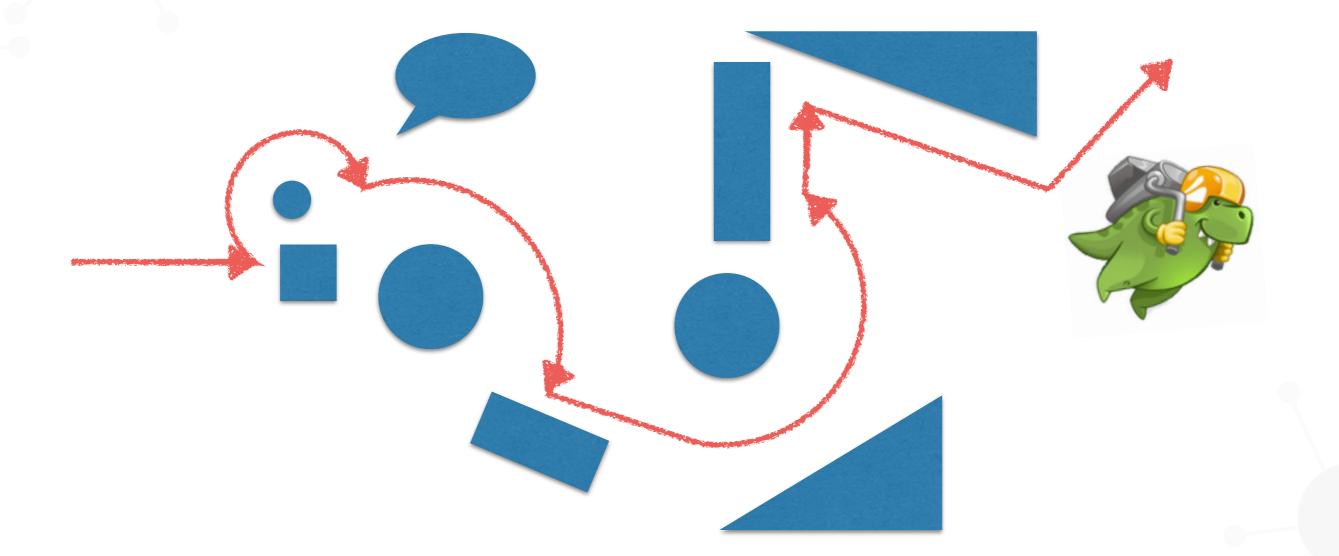




Changes Made



We make changes quickly.





And they're as cheap as chalk.







243,712



243,712* Headaches and \$ Saved (*estimate)





UX Research Methods



Expert review to ensure that design follows UX best practices.

Follow Conv	ventions	S	
Standard	Deviant		
▶ closed	closed		
▼ open	▼ open		
Example_Frames Frames for static interstitials	Targeting Sumr	nary	
v 📄 Frames for video interstitials	Category Filtering (0)	. Details	
Landscape.png Portrait.png	App Filtering (0)		
	Company Filtering (1)		
	Excluded: Zynga	Details	
	Targeting Name: D	Vefault	
			Chartboost 🚄



Expert review to ensure that design follows UX best practices.

Put Yourself in the User's Shoes

ative Set Name				
nter name here				
d New Creating				This information is important anough
Upload	Upload all	6 sizes and you are all se	e	This information is important enough
Device	Ratio	Landscape (WxH)	Portrait (MuH)	that it should be exposed, not hidden
Samoung Ga	. 16.9	1600рн. к 900рн 兴	900px x 1600px >	
Samsung Galax Note 2	. 22	1560px x 750px ×	900px x 1400px	Doesn't everyone need to know this?
Samsung Ga	4.0	1500рк x 1120рк 🖂	1120px x 1500px)	If so, why make them click on <a>T ?
Samsung Ga	Accepted	the format PNG, JPG, stage	OF * Max Ne size: 110	
Google Nexu	504 (Sect.	×	× 1	
Samsung Galaxy	Tab 2 10.1	×	×	
Samsung Galaxy	Ace	×	×	
LG Optimus Vu		×	×	
Total			0% Complete	



Expert review to ensure that design follows UX best practices.

ser's Shoes
ormation is important enough
hould be exposed, not hidden.
everyone need to know this?
ny make them click on ()?

PRO: You don't need to talk to anyone else.



Expert review to ensure that design follows UX best practices.

Put Yo	urse	lf in f	he User's Shoes
Creatives Settings Learn More			
Creative Set Name			
Enter name here			
Add New Creative (R)			This information is important anough
Upload Upload all 6 sizes and	fyou are all set		This information is important enough
Ratio Landso	cape (WicH) Port	rait (VILH)	that it should be exposed, not hidden.
	н н 900рн 😠 900р	x x 1600px	
Sameung Galley 2:2 1560p Note 2	н к 750рк 😠 900р	x x 1400px	Doesn't everyone need to know this?
	x x 1120px x 1120	x x 1500px ;	If so, why make them click on <pre></pre>
Samoung Carlos Accepted the format. P	NG, JPG, sugg OF	the size: 110 K	in ee, may make alone oner on e i
Google News 7 Doub David	×		
Samsung Galaxy Tab 2 10.1	ж	×	
Samsung Galaxy Ace	×	×	
LG Optimus Vu	×	×	
Total		0% Complete	

PRO: You don't need to talk to anyone else.

CON: You're not talking to anyone else.



Personas

Design based on our users' needs.

HEAD ADVERTISER		HEAD ADVERTISER	R	TAIL ADVERTISER		
	Pla Prointernal Advertiser I've got a big budget and I'm ready to spend it. Help me spendit quickly and efficiently.		Paul Pro Agency Advertiser My clientstrust motofind high quality users for their games and spend their advertising budget wisely.		Andy Anateur Advertiser Hove making games but I'm new to the advertising world. Tell me what to do and help me get new users.	
BUCKET (SUDOLON) Lev Figh MOX TO LINNACE Lev Figh Contact on Contact on Contact There Fight There Fight There Fight MINCT ON CONTACT Fight MINCT ON CONTACT Fight	 Satisfied when you help me get new users of high quality that aren't on other networks. Upset when you charge me for installs that you didn't have the last click on. 	BUDGET (SULDOUTLA) Low Page Book Constraints Robust Experiment Robust Experiment The Constraints Robust Cons	 Satisfied when you help me get new users of high quality that aren't on other networks. Upset when you charge me for installs twice because you don't have last-click attribution. 	BLOOD T ((COLOR)) Lev ToLINAKES Lev ToLINAKES Lev ToLINAKES Lev ToLINAKES ToLINAKES TOLINAKES	 Satisfied when you aducate about advertising, and help me get new players. Upset when you let me go over budget. 	
	b to spend it. I can afford to experiment		nts and I can't go over. I can afford to	90ALS Acquire newswers, gain response for game. #Acourt Pregot assemillbudget and its my ownhard-earned money. I can't afford to experiment too much. Show me the safe extrons.		
a lot. Show me the controls and m on en verse This dealing with several games, he networks.	undiveds of campaigns, and a dozen	ON MT MIND	o make sale bets. It's not my money. npanies, dozans of games, hundreds of s. Don't slow me down.	ON MY MIND	e the same options. The business pay Xdeally, I want to deal	
DOMAN EXPERTISE	e of its scale but i will spend more wither user quality or Frihvie U.Is easier. nearrything. Just show me the controls	money on other networks #lisee	seaf its scale but i will spand more britter user quality of Physic U is sealer. ne anything. Just show me the controls	Network (1) try a handful of networks and u Dowawebsteet the Novka fm a developer first, an allot of new things in advertising.	se the first one that works. d advortiser second. Lam still learning	
WINIT LITT	e easier, and i didn't have to download a self.	WHICH	e easier, and i didn't have to download a self.	warust Wahit ware more straight forwar little more support.	d and nucleo 'to get started, twish I had a	



Personas

Design based on our users' needs.

HEAD ADVERTISER	HEAD ADVERTISER	TAIL ADVERTISER		
Fia Pro Internal Advertiser I ve gota big budget and Tim ready to spend it. Help me spenditquickly and efficiently.	Paul Pro Agency Advertaer My clientstrust me to find high quality users for their games and spend their advertising budget wisely.	Andy Anatour Advertiser Hove making games but I'm new to the advertising world. Tell me what to do and help me get new users.		
Butcher Followingel Image: Statisfied when you help mo got new users of high quality thataren't on other networks. Image: Statisfied when you help mo got new users of high quality thataren't on other networks. Image: Statisfied when you help mo got new users of high quality thataren't on other networks. Image: Statisfied when you help mo got new users of high quality thataren't on other networks. Image: Statisfied when you help mo got new users of high quality thataren't on other networks. Image: Statisfied when you help mo got new users of high quality thataren't on other networks. Image: Statisfied when you help mo got new users of high quality thataren't on other networks. Image: Statisfied when you help mo got new users of high quality thataren't on other networks. Image: Statisfied when you help mo got new users of high quality thataren't on other networks. Image: Statisfied when you help mo got new users of high quality thataren't on other networks. Image: Statisfied when you help mo got new users of high quality thataren't on other networks. Image: Statisfied when you help mo got new users of high quality thataren't on other networks. Image: Statisfied when you help mo got new users of high quality thataren't on other networks. Image: Statisfied when you didn't have the last that you didn't	Satisfied when you help me get new users of high quality that aren't on other networks.	Bucket rijkrouthel Total Der Der Der Der <t< td=""></t<>		
60ALS	904.5	90415		
Acquire new users of the highest quality.	Acquire new users of the highest-quality.	Acquire newcaars, gainesposure for gama.		
subset?	avoreer	Busietr		
I've got a big budget and it's my job to spend it. I can afford to reperiment	Mybudgets are limited by my clients and i can't go own i can afford to	Pregot a small budget and it's my own hard-earned money. I can't afford		
a lot. Show me the controls and make it assystor me to spend.	experiment a little bitbut i want to make sale bets. It's not my money.	to experiment too much. Show me the safe options.		
on ensemb	on ensee	On any sense		
I'm dealing with several games, hundreds of campaigns, and a dozen	fm dealing with several game companies, dozens of games, hundreds of	Everything. I'm the developer and the business guy. Ideally, I want to deal		
networks.	campaigns, and a dozen networks. Don't slow me down.	with only 1 ad network.		
Antened	renexed	Receiver		
I will stickwith Charboost because of its scale but I will spend more	I will stickwith Chartboot:because of its scale but i will spand more	I'll try a handful of natworks and use the first one that works.		
money on other networks if I see better user quality or if their U is assire.	money on other networks if i see better user quality or if their UIs easier.	Downavitaties the		
consex EXPERTISE Expert — I don't need you to tell meanything. Just show me the controls and lut me go at it.	DOWNNEXPERTINE Expert — Edon't need you to tell me anything. Just show me the controls and let me go at it.	Novice — I'm a developer first, and advertiser second. I am still learning a lot of new things in advertising.		
www.care	www.uar	wear-user		
Bothar user quality, bulk edits were easier, and i didn't here to download a	Bother user quality, bulk edits were easier, and i didn't have to download a	Which it more more straight forward and aution to get started. I wish I had a		
CSV/file and make the reports myself.	CEV file and make the reports myself.	Bittle more support.		

PRO: You have kind of talked to a user.



Personas

Design based on our users' needs.

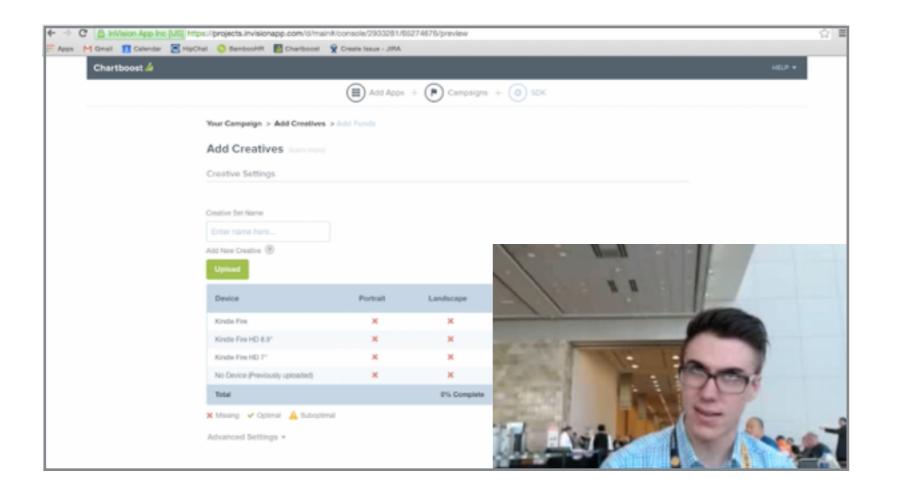
HEAD ADVERTISER	HEAD ADVERTISER	TAIL ADVERTISER		
Fia Pro Internal Advertiser Twe gota big budget and Tim ready to spend it. Help me spend it quickly and efficiently.	Paul Pro Agency Advertiser My clientstrust me to find high quality users for their games and spend their advertising budget wisely.	Andy Amateur Advertiser Hove making games but I'm new to the advertising world. Tell me what to do and help me get new users.		
Buckerr (SLADA/Chief) Image: Solution (SLADA/Chief) Image: Solution (SLADA/Chief) Image: Solution	Import (bloognad) Import (bloognad) Import (bloognad) Import (bloognad)	Satisfied when you educate about advertising, and help me get new players.		
60ALS	4046.6	00415		
Acquire new users of the highest quality.	Acquire new users of the highest quality.	Acquite newsusers, gainexposure/for game.		
autoerr	excess	BUDGET		
I've got a big budget and it's my job to spend it. I can allord to experiment	My budgets are limited by my claims and Liam't go over. Liam afford to	Proget a small budget and E1 my overhard-exmed money. I can tailford		
a lot. Show me the controls and make it easy for me to spend.	experiment a little bit but I want to make sale bets. It's not my money.	to experiment too much. Show me the safe options.		
on an vario	on armano	Owner send		
I'm dealing with several games, hundreds of campeigns, and a dozen	fm.dealing.with-several game.companies, dozens of games, hundreds of	Everything. In the developer and the business guy Xdeally, I want to deal		
networks.	campaigns, and a dozen networks.Don't slow me down.	with only I ad network.		
renterce I will stickwith Chartboost because of its scale but i will spand more money on other networks if see before user quality or if their U is easier.	renewse I will stickwith Orartboost because of its scale but i will spend more money on other networks if i see better user quality or if their UIs sesier.	intrance rTity a handful of networks and use the first one that works.		
DOMAIN EXPERTISE	DOWARKEDFERTER	powarvebreene		
Expert — I don't need you to tell me anything. Just show me the controls	Expert — I don't need you to tell me anything. Just show me the controls	Novice — I'm a developer first, and advertiser second. I am still learning		
and list me on of R.	and let me go at it.	a lot of new things in advertising.		
www.uwv	www.uar	weam uses		
Bottor user quality, bulk edits were easier, and i didn't have to download a	Bother usor quality, bulk odits ware easier, and i didn't have to download a	Within it some more straight forward and easier to get started. I wish I had a		
CSV/lie and make the reports mysolf.	CSV/file and make the reports myself.	little more support.		

PRO: You have kind of talked to a user. CON: You have only kind of talked to a user.



In-Person Interviews

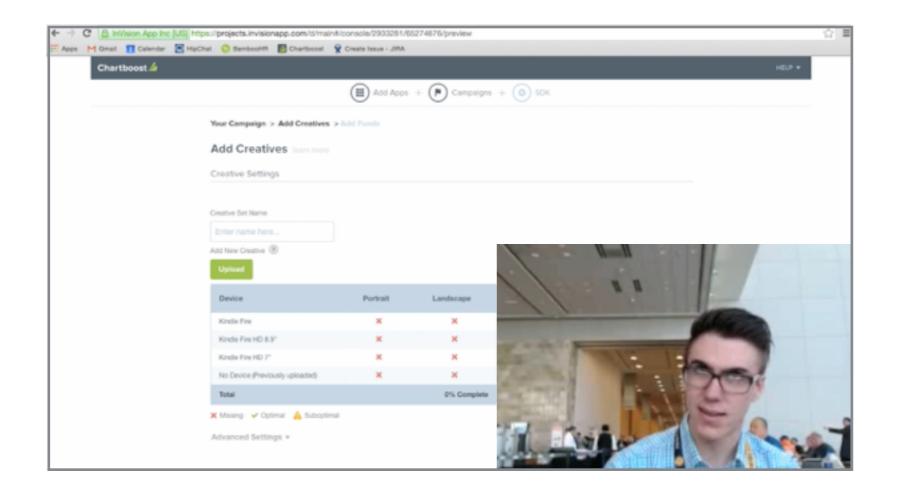
Design *definitely* based on our users' needs.





In-Person Interviews

Design *definitely* based on our users' needs.

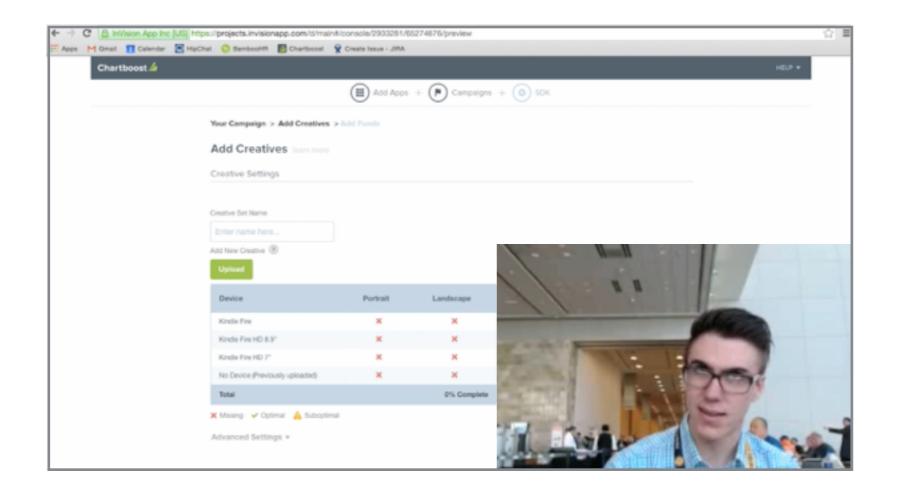


PRO: Gives you the best information.



In-Person Interviews

Design *definitely* based on our users' needs.



PRO: Gives you the best information.

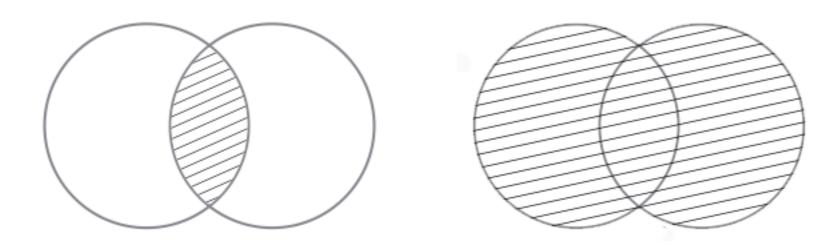
CON: Takes the longest amount of time.





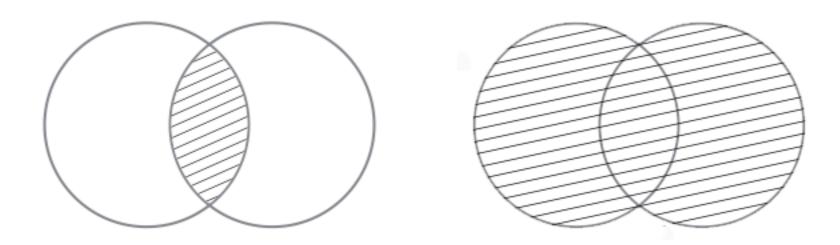
Case Study: Segment Builder





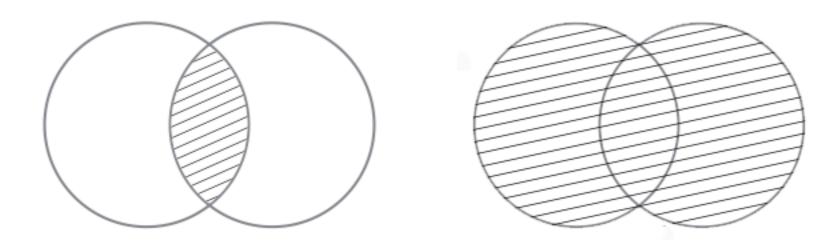
We have this and this.





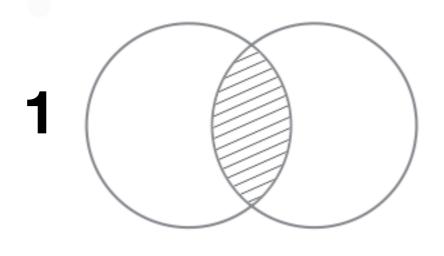
We have this OR this.



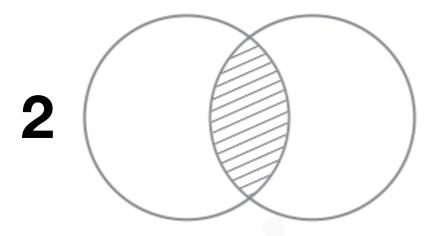


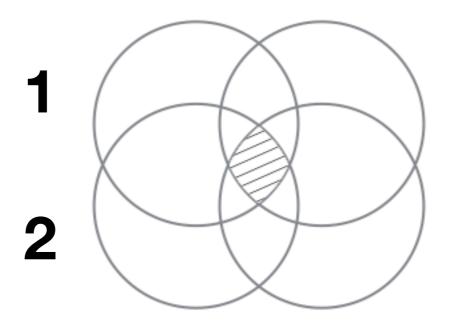
We have ALL this or ALL this.





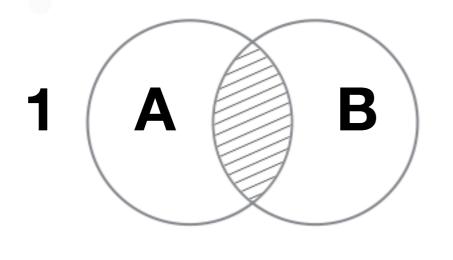


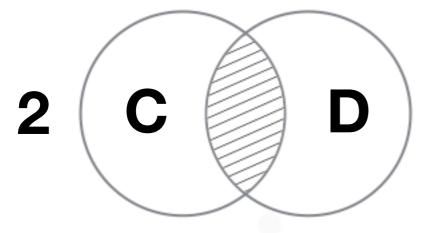


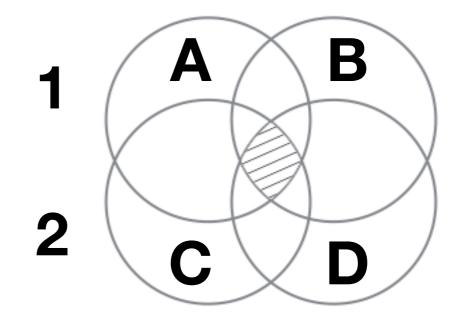




#









Iced Tea and Lemonade





Iced Tea and Lemonade



Iced Tea and Lemonade







This will be really hard for users to understand.



Our Best Design

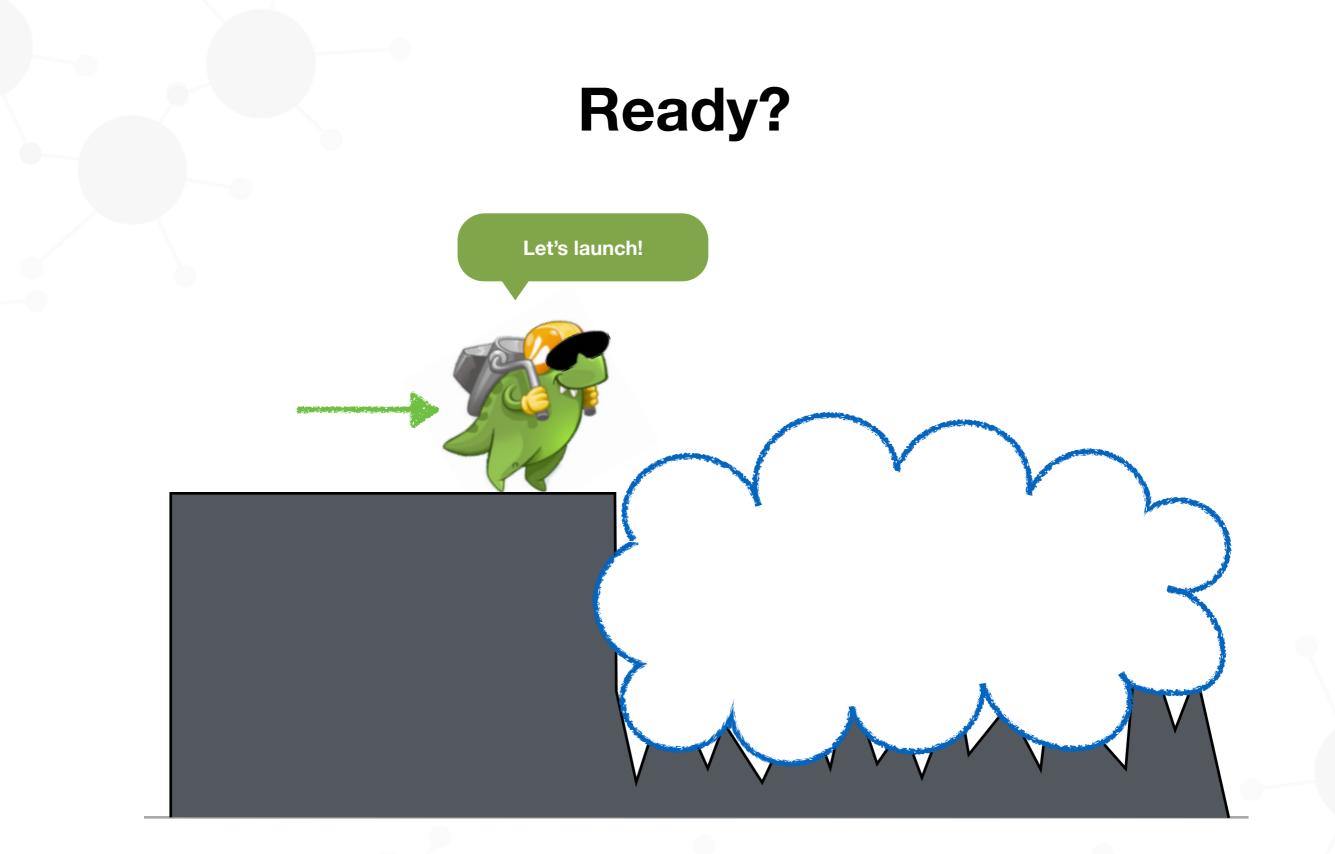
Tools: Edit User Segments

Segment name

Enter name

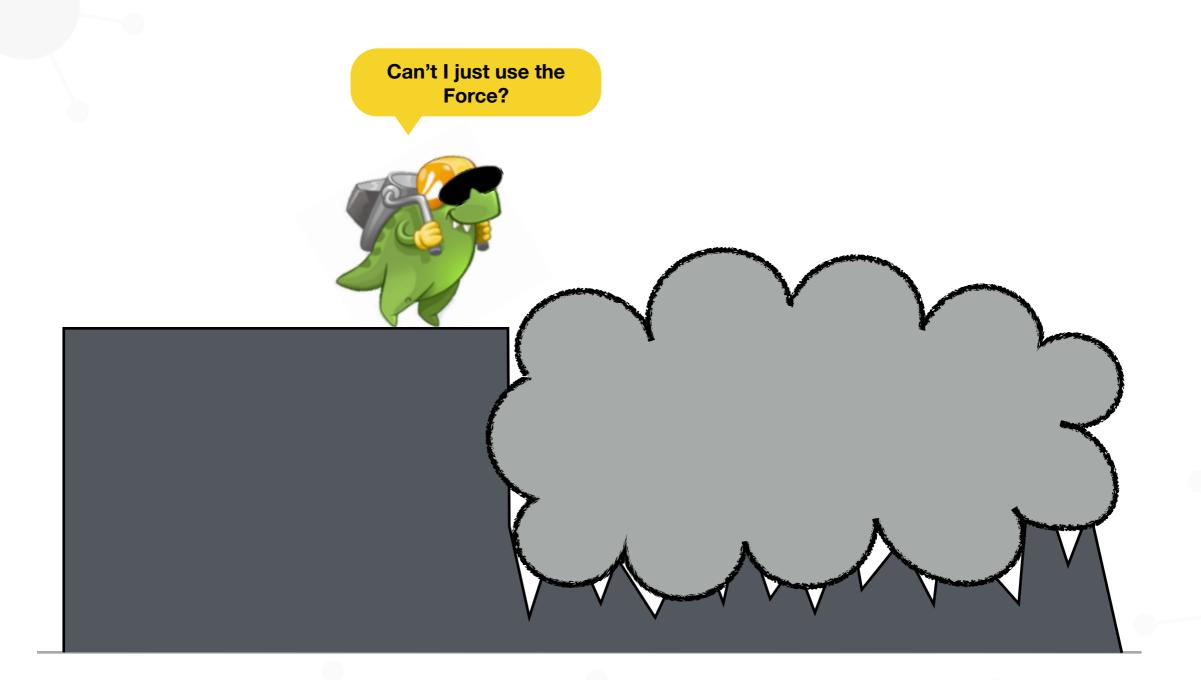
App Name	111 Monster Rus	sh v				
Add Segment Logic	Frequency	* ≥	• 5	times/day 🔻	×	
	Choose	• Choose	• 0	Choose •	×	
	Choose	• Choose	• 0	Choose 💌	×	
	You can only have a ma	aximum of 3 segment un	nits			
● AND ○ OR						
App Name	Select an App	•				
Add Segment Logic	Choose	* Choose	• 0	Choose 🔻		
	+ Add a Segment Logic					
+ Add a new segment of	unit				Cancel	Save





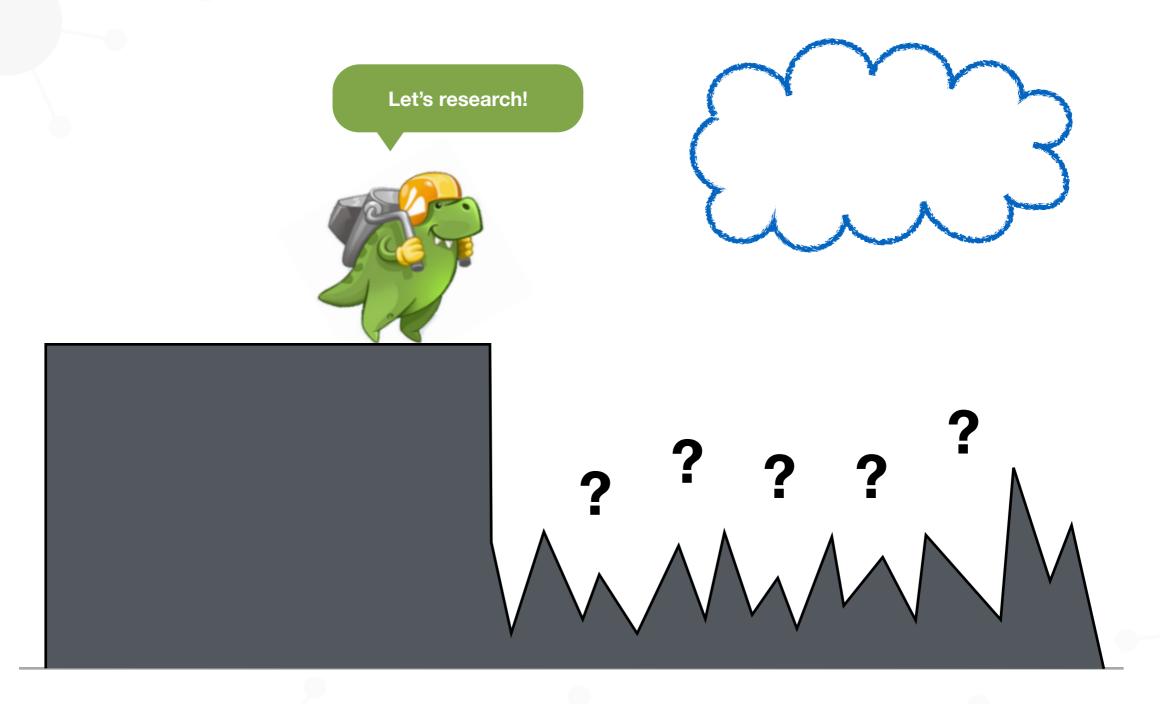


Not so fast, Buster.





Let's do some research first.





What We Discovered

Tools: Edit User Segm	ients						
Segment name Enter name	al the second second second in the frequency of the social second second second second second second second se						ک
App Name	2111 Monster Rush	•	•				Y.
Add Segment Logic	Frequency	•	2	•	5	times/day 🔻	×
	Choose	•	Choose	•	0	Choose 🔻	×
	Choose	•	Choose	•	0	Choose 🔻	×
	You can only have a maximu	um of 3	3 segment ur	nits			
App Name	Select an App	•	•				
Add Segment Logic	Choose	•	Choose	•	0	Choose 🔻	
	+ Add a Segment Logic						
+ Add a new segment u	unit						Cancel Save



										ate Segment
oose your logic	operator									
And	Or		'AND' will	apply across all sub-segments	and sub	-segment	logic.			
me your segment										
inter segment r	name									
ect users that mat	ch ALL these log	cs (3	logics per ap	p)						Clear
Segment App			ie groe per op	Segment logic						oida
111 Monst	ter Rush	•	?	Frequency	•	≥	•	0	times per day 🔻	×
And										
🧕 111 Monst	ter Rush	•	?	Most recent login	•	≥	•	0	days ago 🔻	×
And										
🕑 111 Monst	ter Rush	•	0	Install Date	•	≥	•	0	days ago 🔻	×
And										
Select an App		•	?	Choose your dimension	•					×
+ Add a S	egment app			+ Add a Segment Logic						
Select an App	egment app	•	•		•					



Tools: Edit Use Choose your logic o			Duplicate Segment
And	Or	AND' will apply across all sub-segments and sub-segment logic.	
Name your segment			

Enter segment name

Select users that match ALL these logics (3 logics per app)

Segment App		Segment logic							
😏 111 Monster Rush 🔹	?	Frequency	•	≥	•	0	times per	day 🔻	×
And									
😏 111 Monster Rush 🔹	?	Most recent login	•	≥	•	0	days ago	•	×
And			_						
😏 111 Monster Rush 🔹	?	Install Date	*	≥	•	0	days ago	•	×
And									
Select an App	?	Choose your dimension	•						×
+ Add a Segment app	£	+ Add a Segment Logic		•					
								Cancel	Save



Clear All

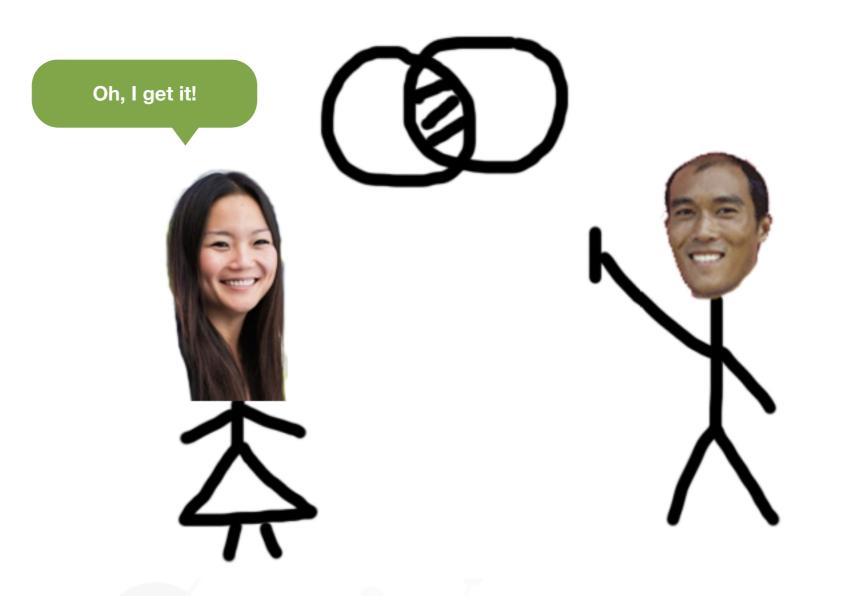
Tools: Edit User Segments 📀		Duplicate Segment
What is the name of your segment?		
Enter name for your segment		
Choose your logic operator		
ALL ANY	This user segment will include ONLY users who meet ALL of of the conditions below.	
App Name 👥 111 Mor	nster Rush 🔹 🕐	Clear All
Logic Frequency	▼ ≥ ▼ 0 times per day ▼ X	
AND		
Most recent	login ▼ ≥ ▼ 0 days ago ▼ ×	
+ Add another	property	
+ Add logic for another app		Cancel Save



What is	s the name of yo r name for you								Duplicate Segmen
	se your logic op ALL	ANY	This user segn	nent will in	clude ONLY use	rs who me	et ALL of of the cond	ditions below.	
	App Name	<u> 111 Mon</u>	ister Rush	• ?					Clear All
	Logic	Fragmanau		•	× •	0	times non dev		
	20910	Frequency			≥ ♥		times per day	• 30	

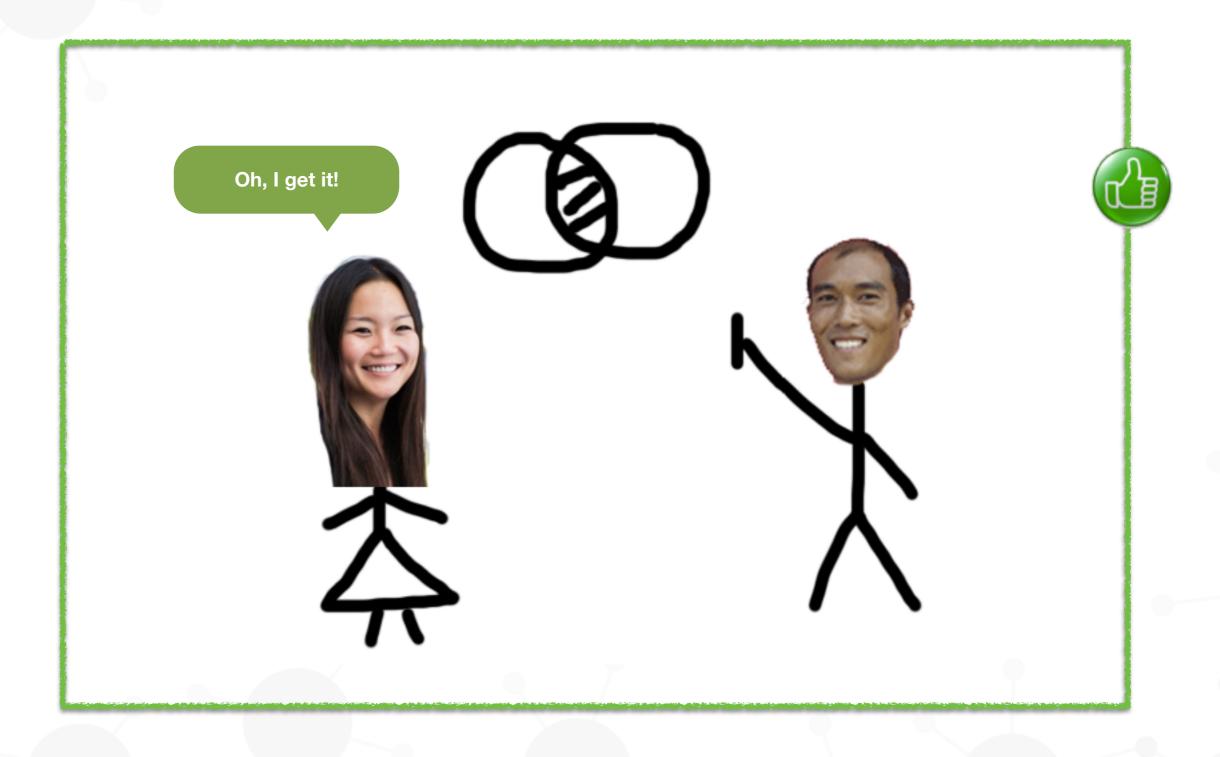


How Designers Talk





How Designers Talk





er Segment Name 2 This user seg	ment will include ON	ILY users who match ALL 🔻				
	ment will include ON	IIV users who match				
	ment will include ON	IV users who match	_			
			of the following	g criteria:		
Арр		Criteria				
Omega Monster F	Rush 👻	Login Frequency	▼ ≥	• 2	times per day 🔻	×
2 Monster F	Rush -	Most recent login	• <	▼ 30	days ago 🔻	×
Buster's	Boost 👻	Most recent login	▼ <	• 30	days ago 🔻	×
Add criteria						
						Connect
						Cancel Save







Version 5 (for v2)

Tools: E	dit UserSegments 📀								Duplicate Segment
User Segm	ent Name								
This user s	egment includes:								
	Users who match ALL 🔻		of the following criteria:						
App	, ,		Criteria						
	Monster Rush	,	Number of purchases	•	2	•	1		×
	Monster Rush	·	Install date	•	<	•	2	weeks ago 🔻	×
9	Buster's Boost	,	Number of purchases	•	2	•	1		×
Ad	d criteria								
	Users who match ALL 🔻		f the following criteria:						
App			Criteria						
Cł	noose app	,	Choose criteria	•					
Ad	d criteria								

Add new section

Cancel Save

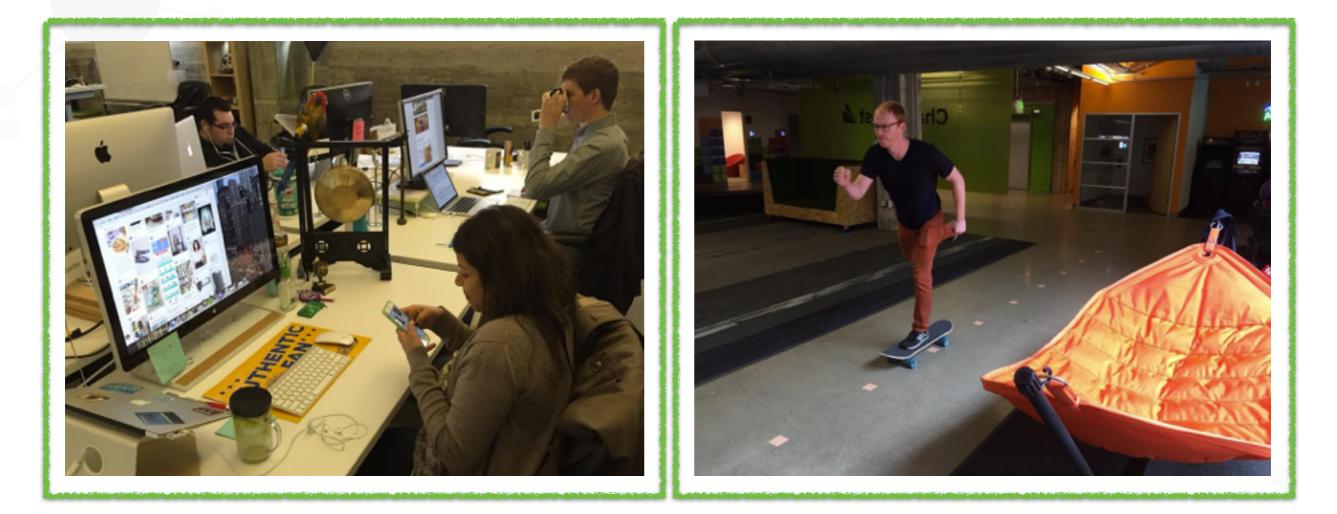


Version 5 (for v2)

ools: Edit User Segments 📀				Duplicate Segment
er Segment Name				
is user segment includes:	an 1			
Users who match ALL	▼ of the following criteria:	5		
Арр	Criteria			
Onster Rush	• Number of purchases	▼ ≥	• 1	×
Monster Rush	✓ Install date	• <	• 2 W	eeks ago 👻 🗙
Buster's Boost	✓ Number of purchases	₹ ≥	• 1	×
Add criteria				
				(
Users who match	▼ of the following criteria:			
Арр	Criteria			
Choose app	✓ Choose criteria	•		
Add criteria				
Id new section				
				Cancel Save



5 Versions and Zero Engineering Work









Momo understands it.*

ted Invitation: Call	Recent - Go	ople Drive (Charlboost	Mobile App Tracking		无法打开真要	Ċ	-	2 Mil Water	d	-	0
hartboost 👍							DASH		zhangyu 报名,今晚CL请领		1	
All Apps (206 apps)								E	arnings \$110,925.09	Balance \$9,940	94 Tools	• •
		ols: Edit User Segn	nents 📀							Duplicate S	egment	
OVERVIEW	> Use	r Segment Name										
ANALYTICS	>											
CAMPAIGNS	> 1	2										
	0	This user segmer	nt will include O	NLY users who match	L = of th	ne following	criteria:					
		Арр		Criteria								
	1	Monster Rush	•	Login Frequency	*	2	*	2	times per day *	×		
		-		Most recent login		<		30	days ago 💌	×		
	2	O Monster Rush										
	2	-										
	2	Add criteria										
	2	-										
	2	-										
	2	-										



Scott understands it.

🗧 🔍 🚺 2j - 12 5 Criteria 🔹)	× Charboost	×	Personas - spreadaheet - C × V 🛊 Indeterminate Check	kbaxes ×	-								1
			e/ZT2OSKYUR#/screens/72533775?maintainSc										@ ☆ 🗮
🛄 Apps M Gmail 🔟 Calendar Q H	ipChat 🚫 BambooHR 🗾 (Chartboost	🛠 Create Issue - JIRA 🗶 CB Employees 💧 G	Google Driv	ve 🚫 Employees	-	-	-	-				
	Chartboost 👍						DASHBOA	RD MAR	CETPLACE	HELP	- 2	CompanyName +	
	All Apps								Earnings \$	10,925.09	Balance	19,940.94 Tools -	
	(206 Apps)	•											
	COVERVIEW	>	Tools: Edit User Segments 💿								Duplic	ate Segment	
		>	User Segment Name										
	CAMPAIGNS	`											
			This user segment includes:										
			Users who match ALL	* of	the following criteria:								
				-	and realized and a second								
			App	c	riteria								
			Monster Rush	*	Number of purchases	*	2	- 1			ж		
			Monster Rush		Install date		<	•	weeks	ago v	×		
			-								x		
			Buster's Boost	•	Number of purchases	•	2	•			-		
			Add criteria										
			Add new section										
											Cancel	Save	
MADE WITH				12/2								?	0_0 Comments

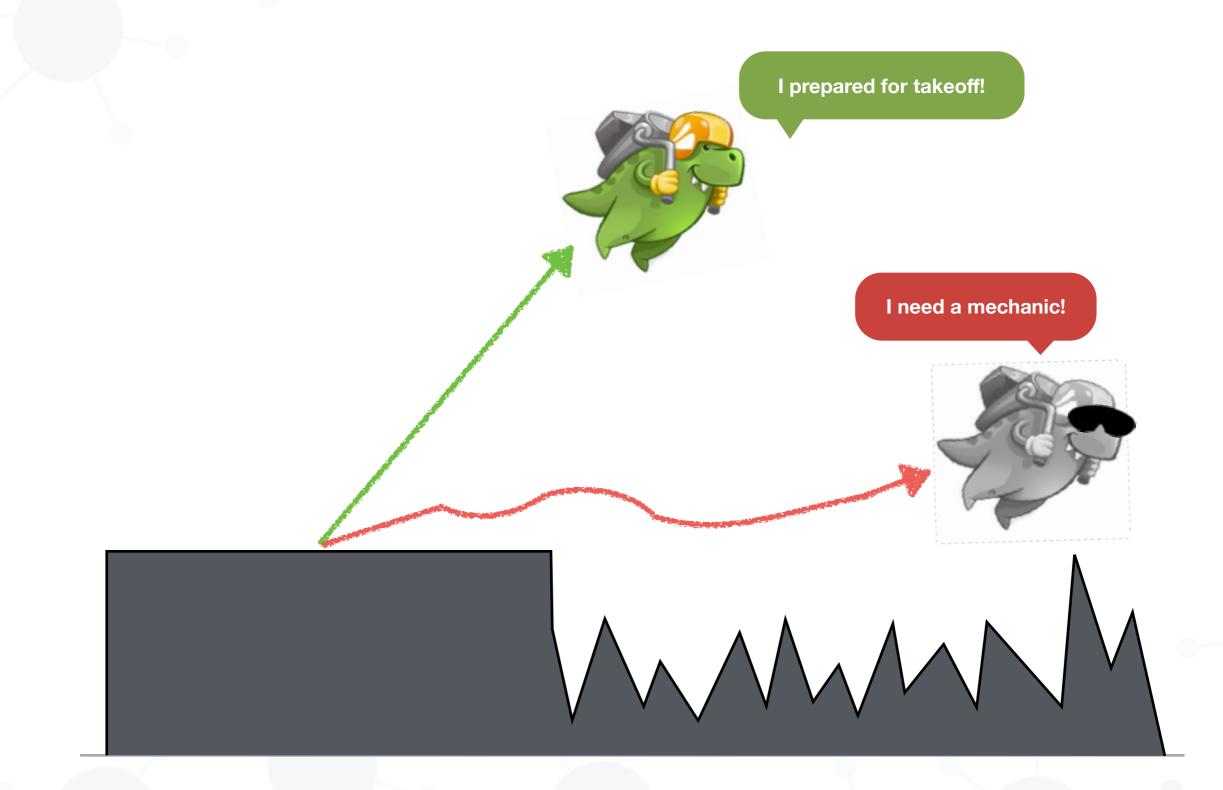




Summary

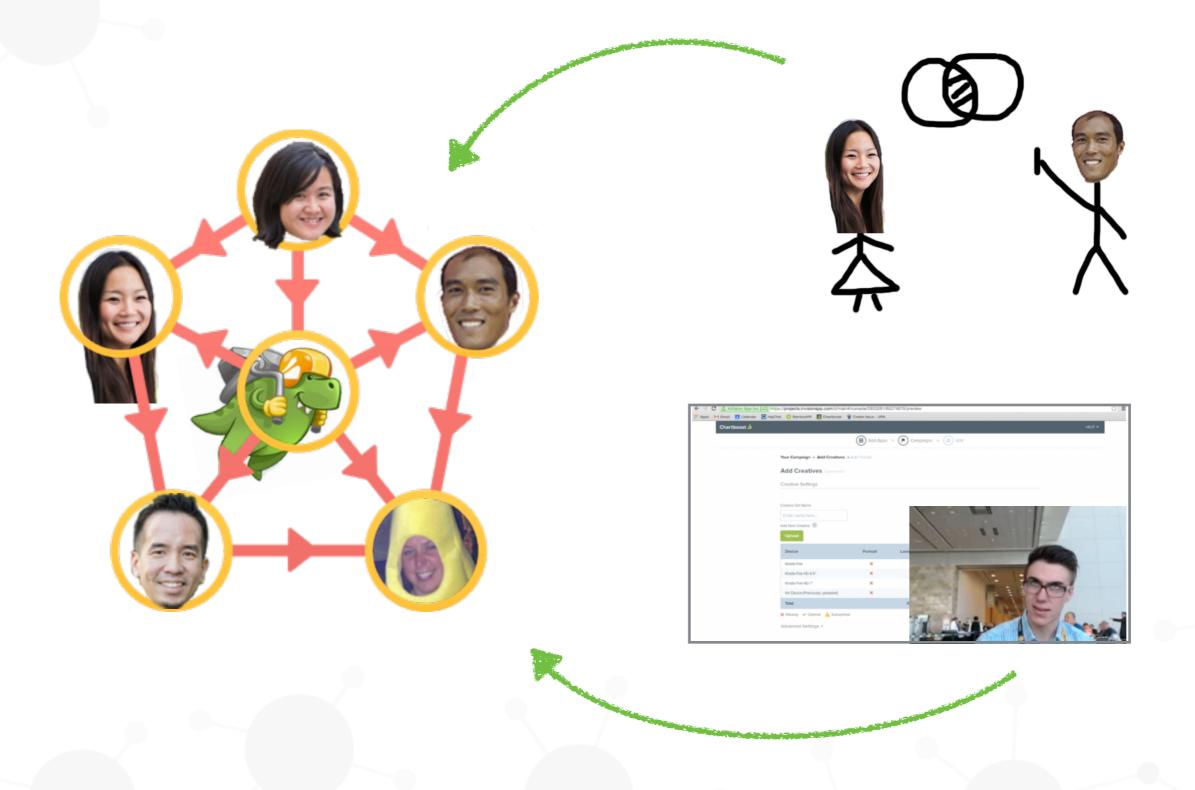


Moral #1: Chalk is cheap.



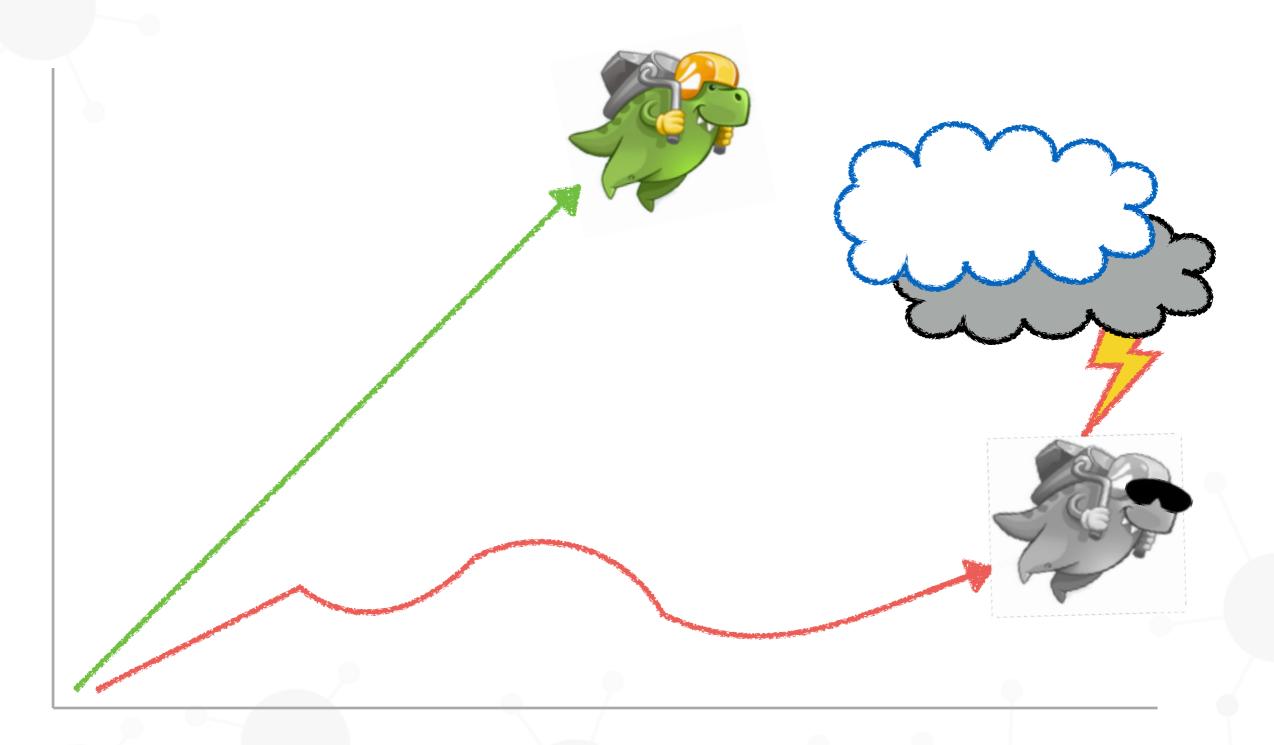


Moral #2: Never design alone.





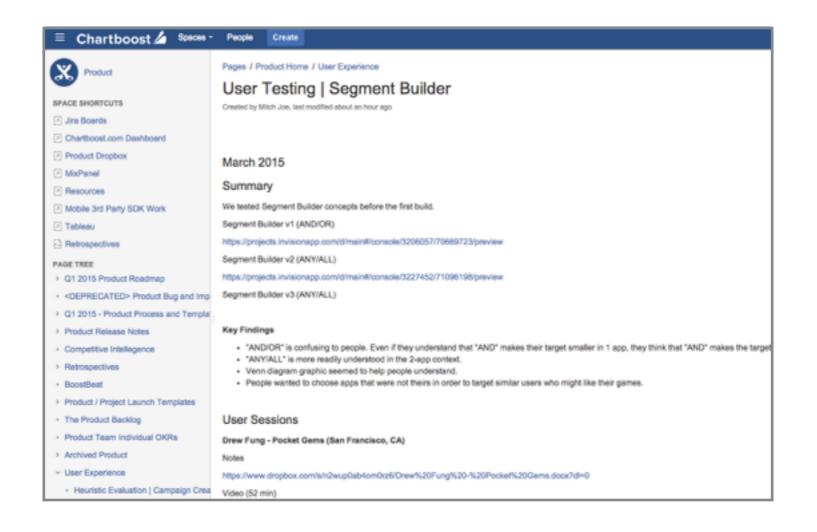
Moral #3: Use the Data-Driven UX Force.





Resources on Confluence

UX Research studies are under Product > User Experience





Let me know if you have any research needs.





End

