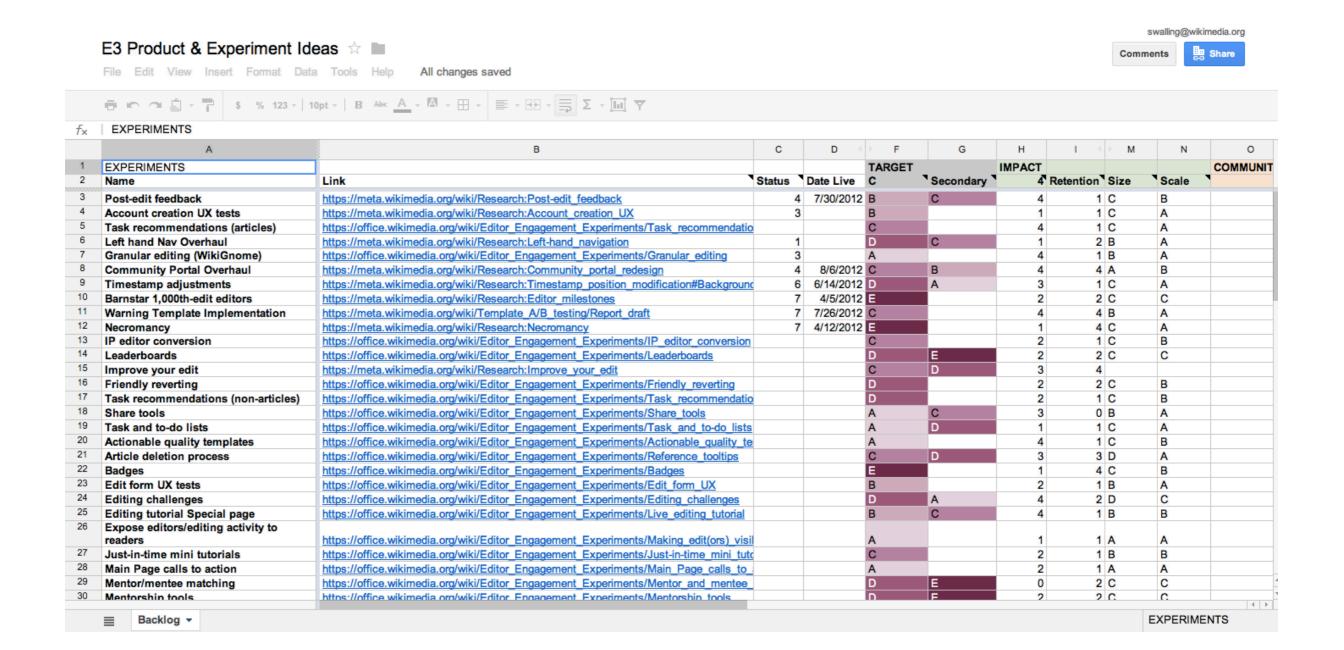
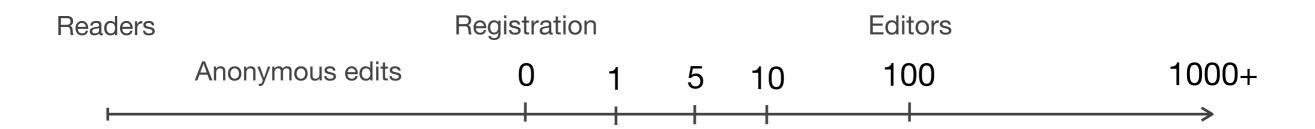
# Organizing our thinking



## Framework



### Questions



#### **About our users:**

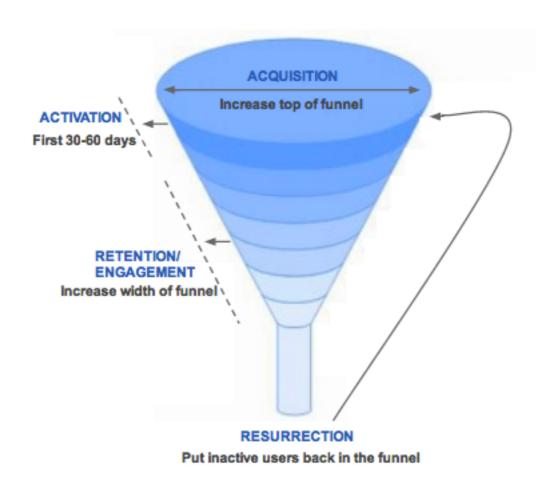
- Who are we serving?
- Where are they at in the funnel?
- What are they trying to accomplish?

#### **About our work:**

- What are we doing to help them?
- When is the right time to widen each part of the funnel?

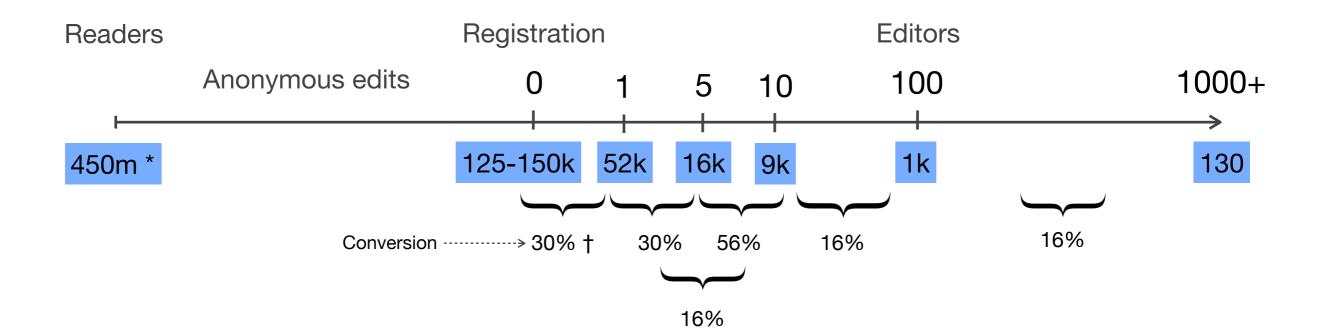
### Similar Frameworks

What are some decisions taken by the "Growth team" at Facebook that helped Facebook reach 500 million users? (Quora)



- "You can think about strategy a few ways. One way is in how we generically framed growth funnels and how that tended to inform growth roadmaps. For example, you could say that growth is broken down into a few fundamental questions:
- 1. How do I increase the rate of acquisition i.e. get more signups?
- 2. What can I do to activate as many users as quickly as possible in their first 'N' days?
- 3. What are the levers for engagement and retention and how can I pull them?
- 4. How do I bring churned users back into the system to "resurrect" them from the dead? "

### Data

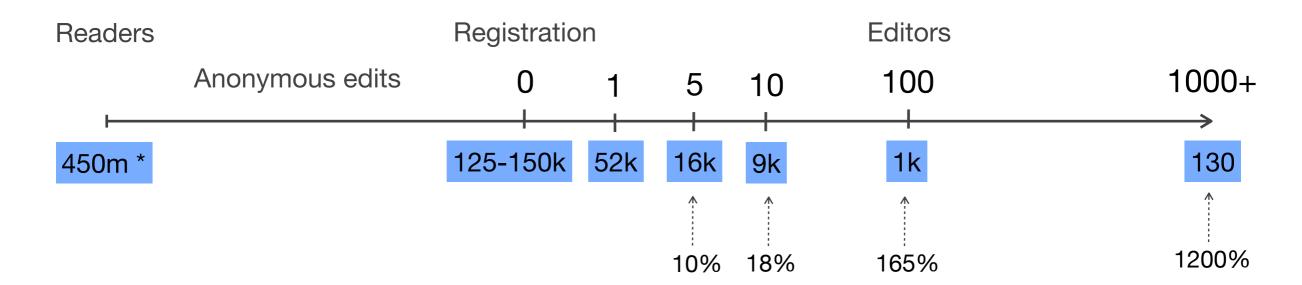


Sources: Reader number from comScore, registrations estimated based on historicals, all thresholds based on user contribs (all namespaces) with exception of 10, which is based on stats.wikimedia.org (main namespace only)

<sup>\*</sup> Uniques for all sites, since uniques per site are unavailable. All other numbers are new per month for English Wikipedia.

<sup>† %</sup> that make an edit within the first 10 days of registration. Overall conversion rate may be closer to 35-40%. See http://outreach.wikimedia.org/wiki/Account Creation Improvement Project/Research#cite note-0

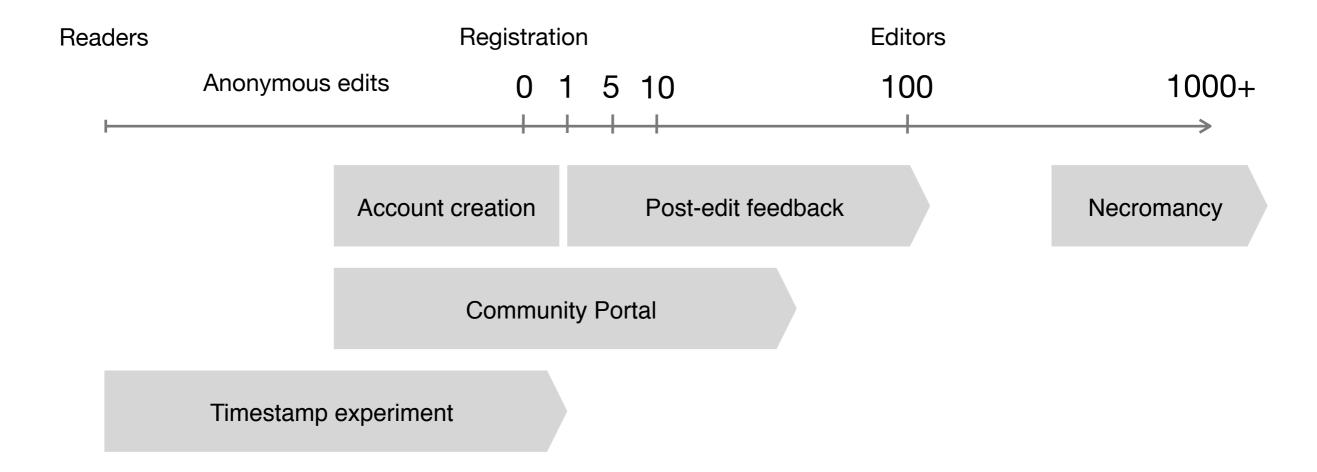
## Targets



#### How do we arrest English Wikipedia's decline?

- From Sep. 2011-12, the project had an average YoY decline of 5%
- 5% of the ~33,000 active English Wikipedians is 1,650.
- How much would we have increase each cohort to retain 1,650 new editors every month?

# Current Projects



## Types of Projects

