Brass Willow

STANDARD OFFER
Q4 2026 · valid until 31/12/2026

Scrum.org training

Professional Product Discovery and Validation™

WHAT IT IS

A one-day, hands-on course in which participants follow a case study and learn to apply discovery and validation techniques in product development: experimenting with ideas and collecting evidence before investing. Useful for new products and for enhancing existing ones. It ends with the Scrum.org PPDV certification assessment.

AT A GLANCE

Duration	1 day (up to 8 hours)
Audience	Product Owners, Product Managers, product leaders, product teams, business analysts
Format	intensive workshop, in person or online (Zoom and Mural)
Language	English or Polish
Certificate	PPDV (Scrum.org assessment), does not expire
Led by	Kate Hobler, Professional Scrum Trainer
PDUs (PMI)	7 for attendance

WHO IS IT FOR?

- The team receives solutions to implement rather than problems to solve.
- Whether an idea was good becomes clear only after release.
- Priorities are driven by opinions, not data.
- Features are funded before anyone checks whether they are needed.

WHAT PARTICIPANTS TAKE AWAY

After the training, the participant:

- analyzes the problem the product is meant to solve, not a solution to implement,
- uses customer and user feedback to identify satisfaction gaps,
- orders assumptions and knows which to validate first,
- shapes a hypothesis and chooses the right data to test it,
- analyzes the results of experiments and decides on that basis,
- brings an evidence-based mindset to teams and stakeholders.

PROGRAM OUTLINE

1. Problems to solve, not solutions to implement.
2. Customer and user feedback: finding satisfaction gaps.
3. Assumptions: which to validate first.
4. A hypothesis that can validate or invalidate an assumption.
5. Experiments and choosing the right data.
6. Analyzing results and deciding what next.
7. Discovery, delivery and validation in a Scrum Team's work.
8. Talking to stakeholders with evidence.

This is an outline. The trainer adapts it to the group's needs and experience.

PRACTICALITIES

Assessment and certificate	The PPDV assessment is taken online, in English. The participant usually receives the password within 2 business days after the class. If the participant attempts the assessment within 14 days and scores below 85%, a second attempt is free of charge.
PDUs (PMI)	7 PDUs for attendance, regardless of the assessment.
Payment	We issue a VAT invoice to a company or an individual. The standard payment term is 14 days; bank transfer or card. We also serve companies from outside Poland.
Before the class	After registration the participant receives full information by e-mail: venue, hours, what to prepare. The address and hours are confirmed two weeks before the class.
Lunch	Lunch is included in the price of in-person classes.

PRICE

Public class

PLN 2,900 net per person

Current dates and prices: brasswillow.pl, Calendar.

Private class

Group of 8–13	**PLN 2,300 net per person**
Group of 14–20 (online 14–16)	**PLN 30,000 net per group**
Smallest group	**6 people**

A private class usually takes place at the client's premises; a rented room is charged at cost, as a separate invoice item. Date and scope are agreed individually. The price excludes the trainer's travel and accommodation outside their place of residence: within Poland, PLN 1,500 net per trainer for a two-day class.

Prices are net, in PLN; VAT is not included. Offers in EUR or USD on request (plus 15% for exchange-rate risk and bank spread). Invoices are payable within 14 days.

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Share capital: PLN 50,000.00

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99.47% assessment pass rate
4.9/5 rating on Trustpilot
70% of clients come back for more