POSTMAN

Human First Leadership, AI Powered

Sterling Chin
Senior Developer Advocate

I have a confession to make...

Robot Sterling

The Problem

The Problem: Robot Sterling

Postman Labs

- 21 people
  - India, Dubai, London, US
- Build fast, ship fast
- Shipped 7 products from 0-1 in 2.5 years
  - Postbot, Flows, and support for GraphQL, gRPC, Websockets, and more

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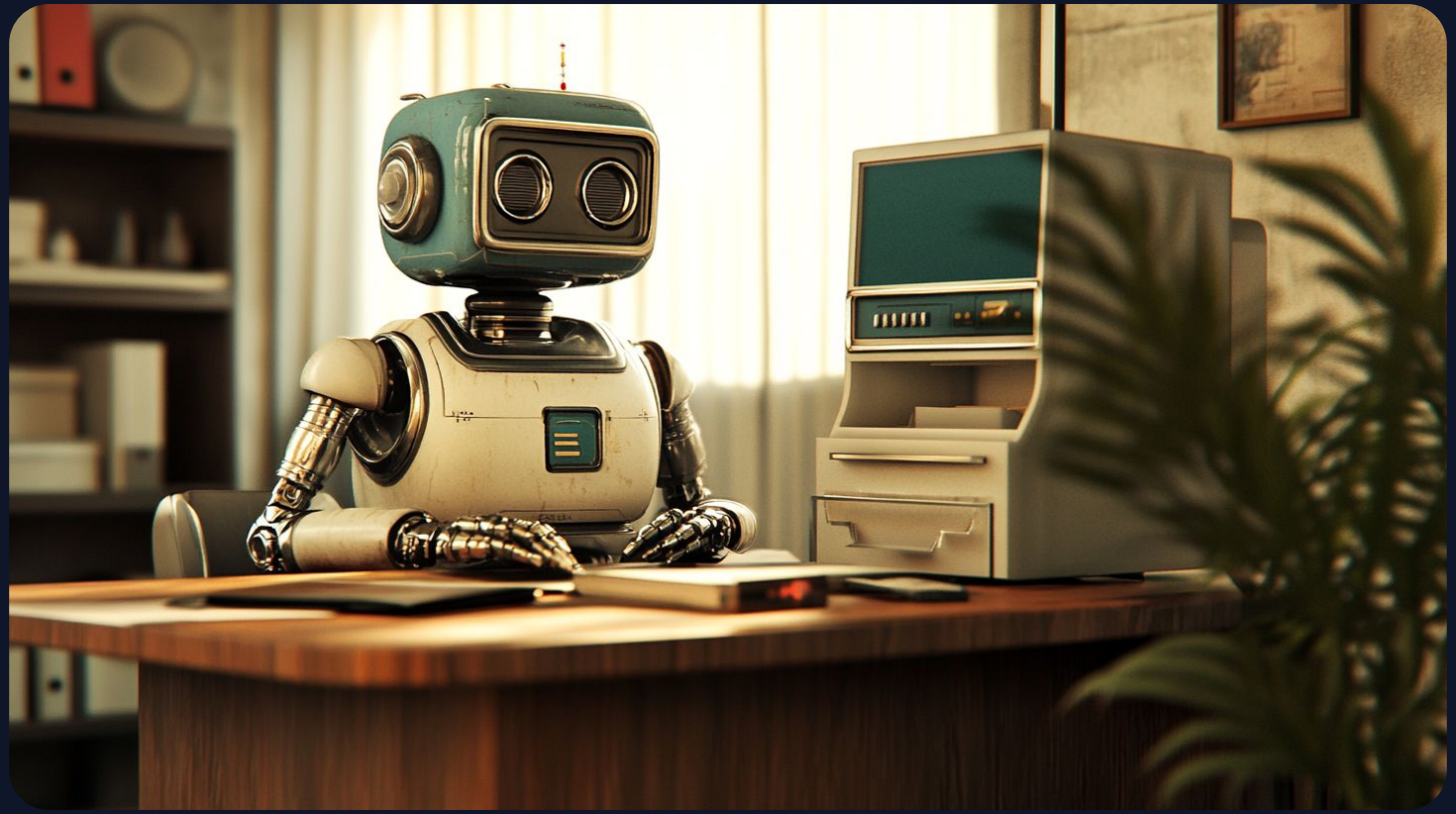

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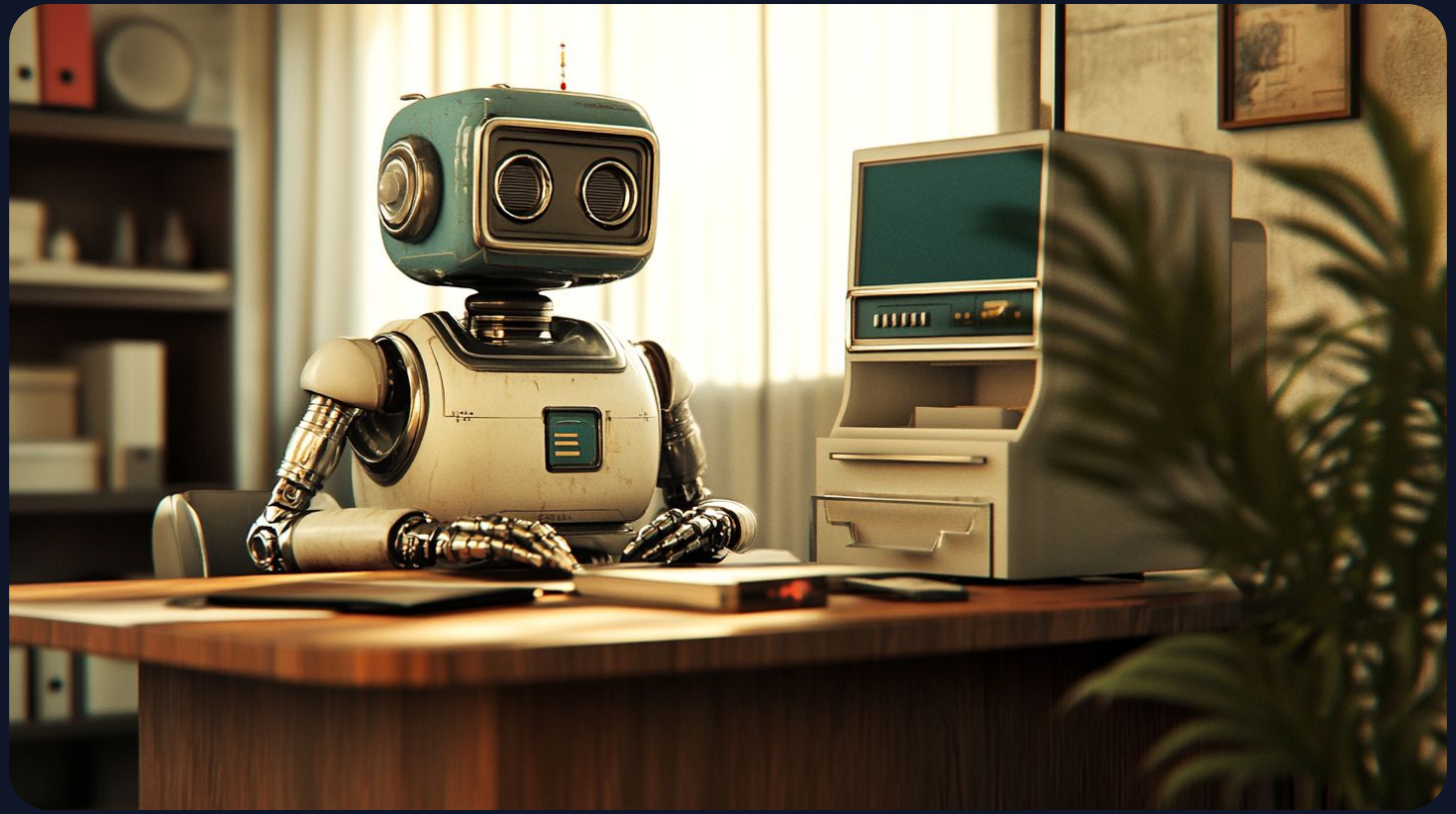

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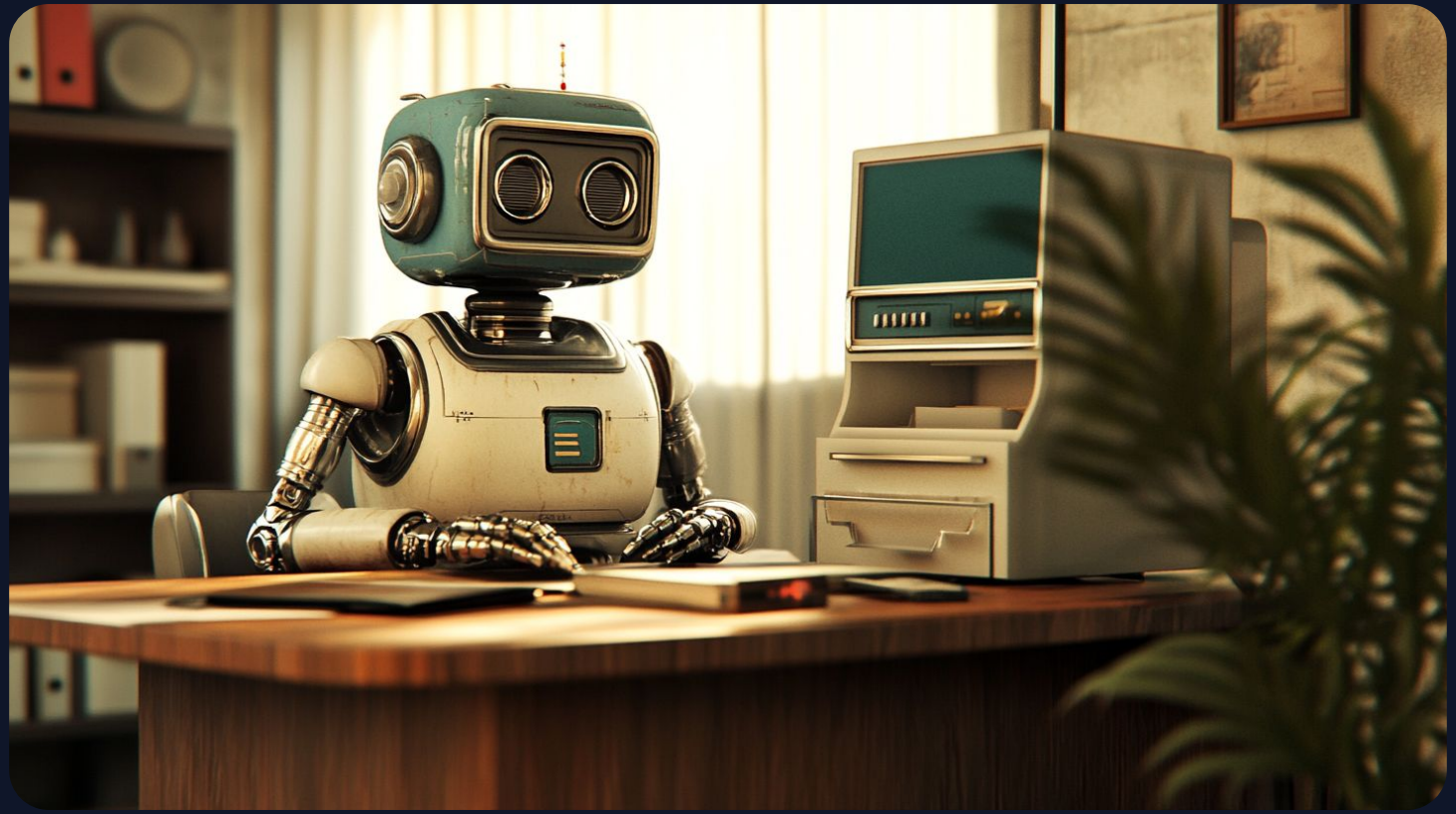

The Problem: Robot Sterling

“Time to First Human”

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“Time to First Human”

AI Experiments

The Solution Journey

Start simple

The Solution Journey

Start simple

Zoom Audio → AI Transcription Service → AI meeting summary

The Solution Journey

There are no silver bullets when it comes to AI tools.

The Solution Journey

“If I had an executive assistant, what would I delegate?”

The Solution Journey

You can't just throw AI at chaos and expect magic

The Solution Journey

Use phrases like:

- “To summarize...”
- “The problem is...”
- “An action item is...”
- “_____ is responsible for...”

The Solution Journey

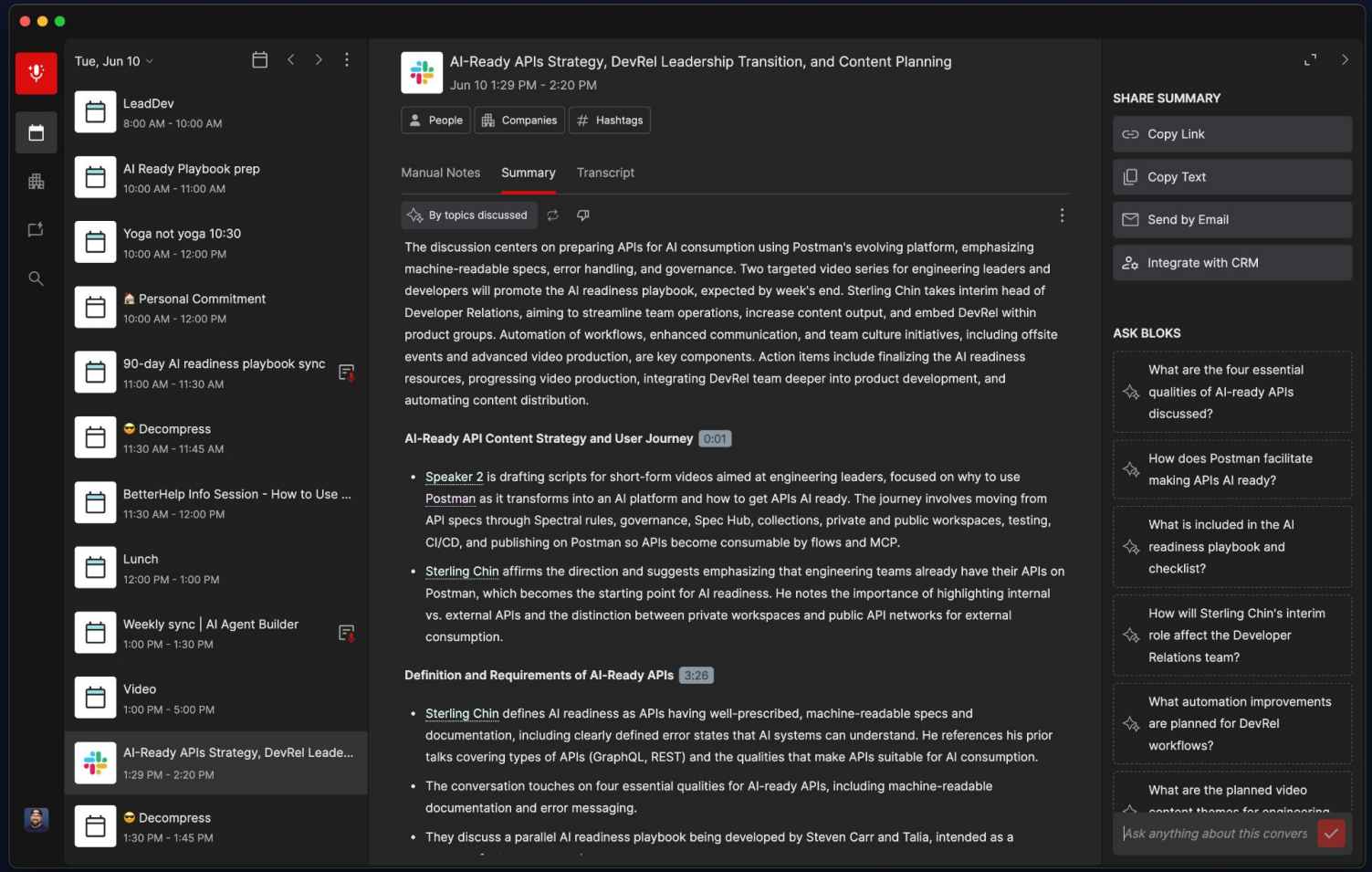
Be honest with yourself and your team

- “Yes, I’m using an AI note taker. If you say ‘this is private’, I’ll stop the note taker”
- Build trust with your team

The Solution Journey

Tools I use

- Bloks


Tue, Jun 10
LeadDev
8:00 AM - 10:00 AM
AI Ready Playbook prep
10:00 AM - 11:00 AM
Yoga not yoga 10:30
10:00 AM - 12:00 PM
Personal Commitment
10:00 AM - 12:00 PM
90-day AI readiness playbook sync
11:00 AM - 11:30 AM
Decompress
11:30 AM - 11:45 AM
BetterHelp Info Session - How to Use ...
11:30 AM - 12:00 PM
Lunch
12:00 PM - 1:00 PM
Weekly sync | AI Agent Builder
1:00 PM - 1:30 PM
Video
1:00 PM - 5:00 PM
AI-Ready APIs Strategy, DevRel Leade...
1:29 PM - 2:20 PM
Decompress
1:30 PM - 1:45 PM
AI-Ready APIs Strategy, DevRel Leadership Transition, and Content Planning
Jun 10 1:29 PM - 2:20 PM
People
Companies
Hashtags
Manual Notes
Summary
Transcript
By topics discussed
The discussion centers on preparing APIs for AI consumption using Postman's evolving platform, emphasizing machine-readable specs, error handling, and governance. Two targeted video series for engineering leaders and developers will promote the AI readiness playbook, expected by week's end. Sterling Chin takes interim head of Developer Relations, aiming to streamline team operations, increase content output, and embed DevRel within product groups. Automation of workflows, enhanced communication, and team culture initiatives, including offsite events and advanced video production, are key components. Action items include finalizing the AI readiness resources, progressing video production, integrating DevRel team deeper into product development, and automating content distribution.
AI-Ready API Content Strategy and User Journey 0:01
Speaker 2 is drafting scripts for short-form videos aimed at engineering leaders, focused on why to use Postman as it transforms into an AI platform and how to get APIs AI ready. The journey involves moving from API specs through Spectral rules, governance, Spec Hub, collections, private and public workspaces, testing, CI/CD, and publishing on Postman so APIs become consumable by flows and MCP.
Sterling Chin affirms the direction and suggests emphasizing that engineering teams already have their APIs on Postman, which becomes the starting point for AI readiness. He notes the importance of highlighting internal vs. external APIs and the distinction between private workspaces and public API networks for external consumption.
Definition and Requirements of AI-Ready APIs 3:26
Sterling Chin defines AI readiness as APIs having well-prescribed, machine-readable specs and documentation, including clearly defined error states that AI systems can understand. He references his prior talks covering types of APIs (GraphQL, REST) and the qualities that make APIs suitable for AI consumption.
The conversation touches on four essential qualities for AI-ready APIs, including machine-readable documentation and error messaging.
They discuss a parallel AI readiness playbook being developed by Steven Carr and Talia, intended as a
SHARE SUMMARY
Copy Link
Copy Text
Send by Email
Integrate with CRM
ASK BLOKS
What are the four essential qualities of AI-ready APIs discussed?
How does Postman facilitate making APIs AI ready?
What is included in the AI readiness playbook and checklist?
How will Sterling Chin's interim role affect the Developer Relations team?
What automation improvements are planned for DevRel workflows?
What are the planned video
Ask anything about this convers

The Solution Journey

Tools I use

- Bloks
- MacWhisper

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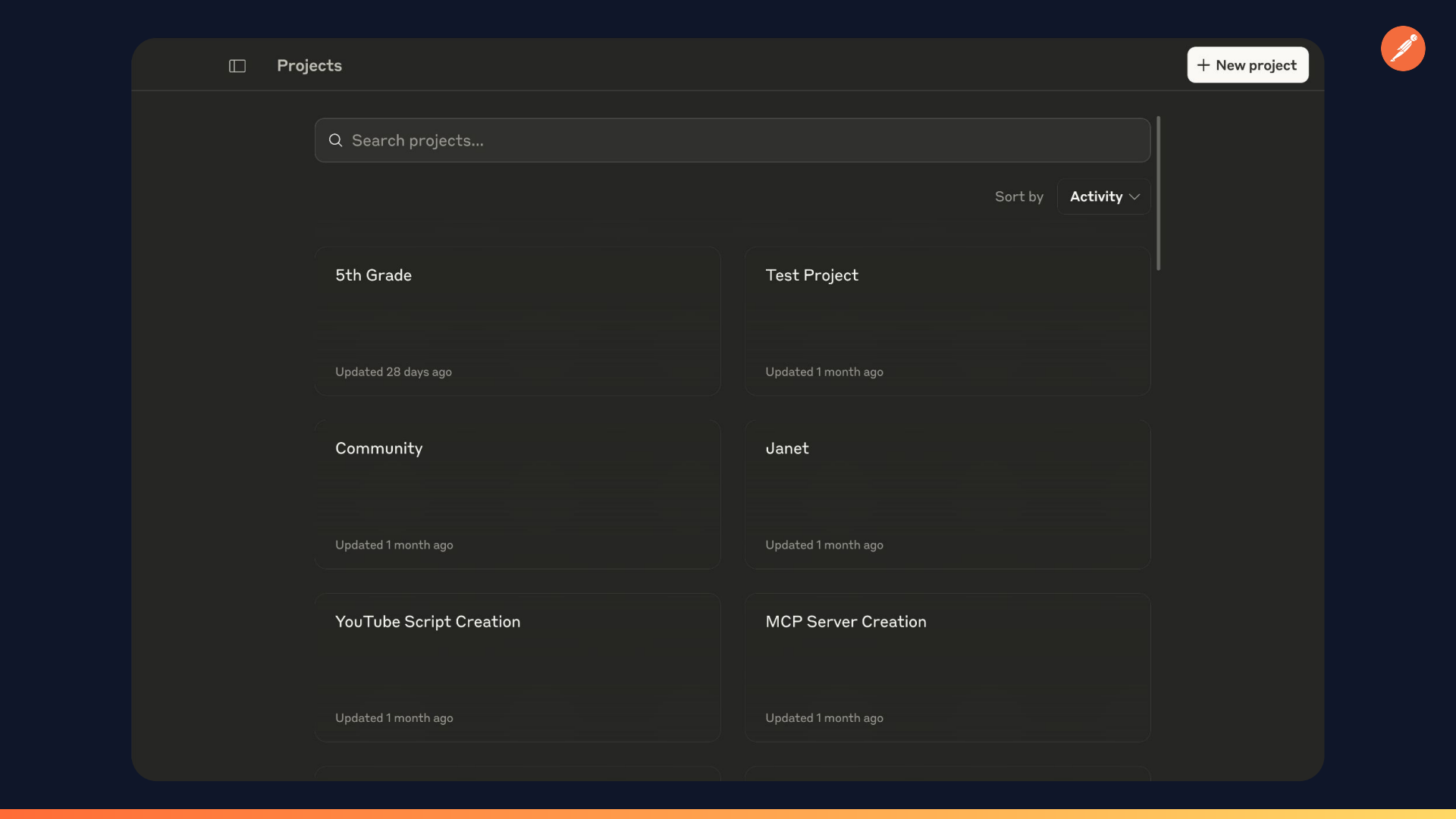

Projects
New project
Search projects...
Sort by
Activity
5th Grade
Updated 28 days ago
Test Project
Updated 1 month ago
Community
Updated 1 month ago
Janet
Updated 1 month ago
YouTube Script Creation
Updated 1 month ago
MCP Server Creation
Updated 1 month ago

Tools I use

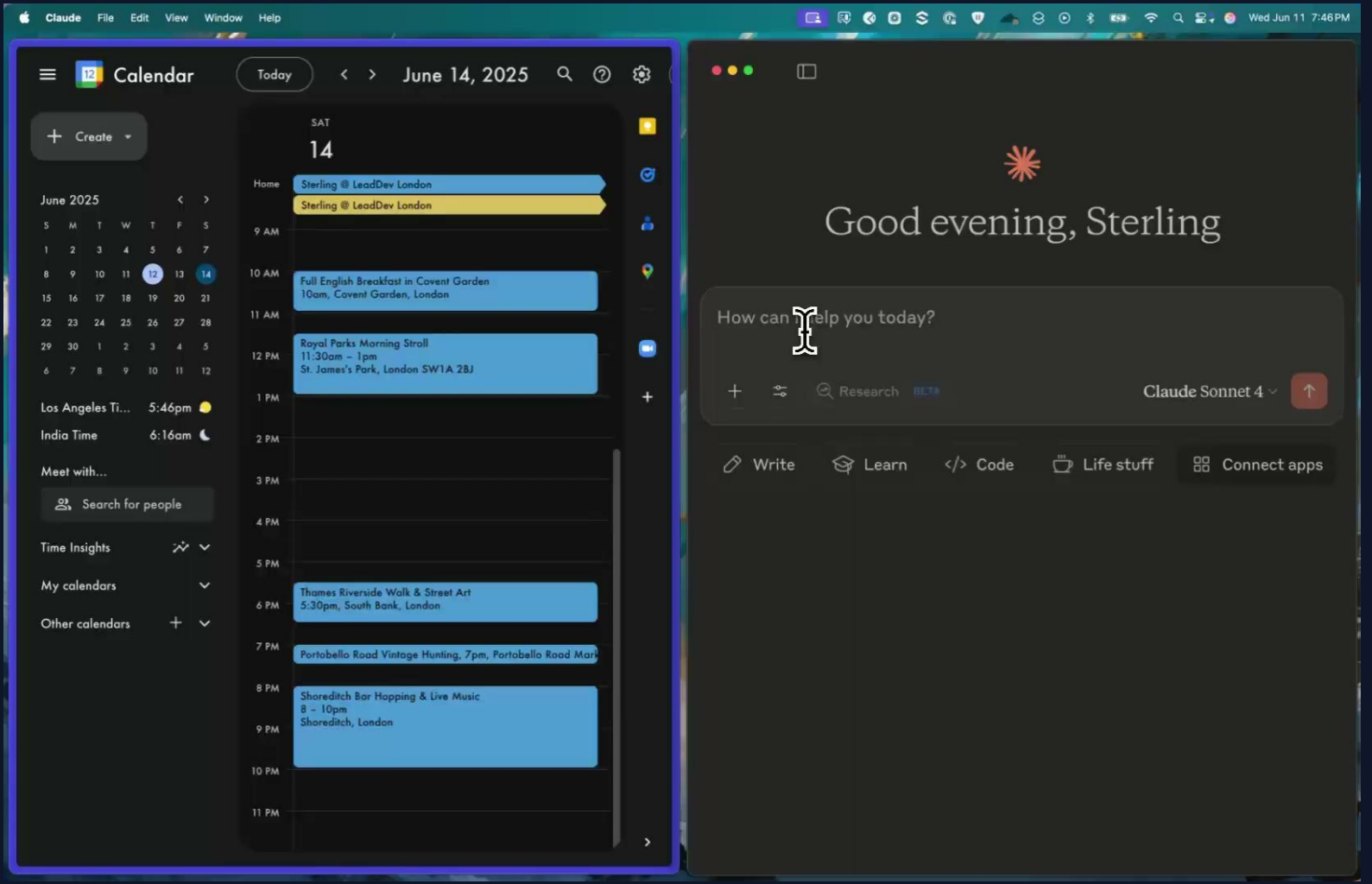
- Bloks
- MacWhisper
- Google Recorder
- Claude Projects
- MCP servers

The Solution Journey

Model Context Protocol

The Solution Journey: MCP

The Solution Journey: MCP


Claude File Edit View Window Help
Wed Jun 11 7:46 PM
Calendar
Today
June 14, 2025
Create
June 2025
SAT
14
Home
Sterling @ LeadDev London
Sterling @ LeadDev London
9 AM
10 AM
Full English Breakfast in Covent Garden
10am, Covent Garden, London
11 AM
12 PM
Royal Parks Morning Stroll
11:30am – 1pm
St. James's Park, London SW1A 2BJ
1 PM
2 PM
3 PM
4 PM
5 PM
6 PM
Thames Riverside Walk & Street Art
5:30pm, South Bank, London
7 PM
Portobello Road Vintage Hunting, 7pm, Portobello Road Mark
8 PM
Shoreditch Bar Hopping & Live Music
8 – 10pm
Shoreditch, London
9 PM
10 PM
11 PM
Los Angeles Ti... 5:46pm
India Time 6:16am
Meet with...
Search for people
Time Insights
My calendars
Other calendars
Good evening, Sterling
How can I help you today?
Research
Claude Sonnet 4
Write
Learn
Code
Life stuff
Connect apps

Today's Calendar Events

SC Here is the newsletter from Taylor's teacher. Can you check the calendar to make sure the events are listed, accurate, and if missing, add them?

Thanks for sharing the 5th grade newsletter! I'll check if all the events are properly listed in your calendars and help add any missing ones.

Let me first check what events are already in your calendars:

S search-events

Let me check for field trip events:

S search-events

Let me check for field day:

S search-events

Reply to Claude...

Claude Sonnet 4

The Solution Journey

Model Context Protocol

Systematic change

The Transformation

Systematic change

The Transformation

Systematic change

The Transformation

Systematic change

The Transformation

Systematic change

The Transformation

Replace robot you

Your Turn

Your turn

Start simple

1. AI note-taker
2. Voice to text for braindumps
3. Projects in Claude or ChatGPT

Your turn

Every minute AI saves is one more human moment

Your turn

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Your turn

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Thank you

www.sterlingchin.com