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The Startup Owner's

Manual : Steve Blank

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The Startup Owner's Manual guides you, step-by-step, as you put the Customer Development process to work. This method was created by renowned Silicon Valley startup expert Steve Blank, acknowledged catalyst of the "Lean Startup" movement,

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career. It doesn't cover the logistical or administrative tasks but it does focus on the most important aspect of how to achieve customer adoption and retention.

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Editor's note: This is an excerpt from the recently published book, The Startup Owner's Manual, written by entrepreneurs-turned-educators Steve Blank and Bob Dorf. Come back each week for more how-tos from this 608-page guide.

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