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## Startup Owners Manual The Step By Guide For Building A Great Company

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The Startup Owner's Manual: The Step-By-Step Guide for Building a Great Company with Steve Blank  
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Startup Owners Manual The Step

A startup without customers is like a day without oxygen, and the Startup Owner s Manual helps founders get it right and shows you how to get, keep, and grow customers, literally every step of the way. This new step-by-step owner s manual walks entrepreneurs step-by-step through the proven, world-renowned Customer Development process for getting startups right the first time.

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The National Science Foundation pays hundreds of startup teams each year to follow the process outlined in the book, and it's taught at Stanford, Berkeley, Columbia and more than 100 other leading universities worldwide. Why? 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, co-creator with Eric Ries of the "Lean Startup" movement and tested and refined by ...

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