

# THE STARTUP OWNER'S MANUAL

The Step-by-Step Guide for  
Building a Great Company

Steve Blank and Bob Dorf

WILEY

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This book also features over 50 case studies and real life examples from large corporations such as ING Bank Audi Autodesk and Toyota Financial Services to small startups incubators and social impact organizations providing a behind the scenes look at the best practices and pitfalls to avoid Also included are personal insights from thought leaders such as Steve Blank on innovation Alex Osterwalder on business models Nancy Duarte on storytelling and Rob Fitzpatrick on questioning among others

The Startup Owner's Manual 10-Pack Steve Blank,Bob Dorf,2012-03-01 **SUMMARY - The Startup Owner's Manual: The Step-By-Step Guide For Building A Great Company By Steve Blank And Bob Dorf** Shortcut Edition,2021-06-18

Our summary is short simple and pragmatic It allows you to have the essential ideas of a big book in less than 30 minutes As you read this summary you will discover that the best way to create and grow your start up is to put your customers at the heart of your strategy You will also discover that meeting with customers will bring you more than just hours at the office that following a business plan to the letter can lead to early bankruptcy that you need to be able to change your strategy or product in depth to succeed that there is no point in using a communications agency until you have identified your customers yourself that you need to do tests at each stage of the creation of your start up to verify the relevance of your strategy Customer driven development is a method that places your potential customers at the heart of the process of creating your start up By following this method you will meet success upon arrival or you will stop before it is too late From the creation of your business model to the expansion of your start up there are a few key steps to follow to lead your company to success So are you ready to become the entrepreneur you dream of being Buy now the summary of this book for the modest price of a cup of coffee

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