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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.

In their terms how to

discover customers and

how to validate them.

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Owner's Manual

by Steve Blank

The Startup Owner's Manual is what it says: a comprehensive, step-by-step guide to getting startups right. It walks entrepreneurs through the process that gets them out of the building, where customers live, to develop winning products customers will

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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...

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<p>Customer

Relationships

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how you will get, keep,
and grow customers.

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develop the first product
for a small target market
via a Minimum Viable
Product (MVP). Simply

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