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Steve Blank and Bob Dorf June 13, 2012 5 min read Opinions expressed by Entrepreneur contributors are their own. Editor's Note: This is the first of three excerpts from The Startup Owner's Manual,...

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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, co-creator with Eric Ries of the "Lean Startup" movement and tested and refined by him

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The Startup Owner's Manual lays out the best practices, lessons and tips that have swept the startup world, offering a wealth of proven advice and information for entrepreneurs of all stripes. It is the go-to resource for thousands of startups, leading universities (including Stanford, U.C. Berkeley and Columbia) and the U.S. National Science Foundation, among many others.

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