

Steve Blank

The Four Steps to the Epiphany



The Four Steps To The Epiphany

Eugene Shteyn, Max Shtein



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The Four Steps to the Epiphany Steve Blank, 2013-05-01 The bestselling classic that launched 10 000 startups and new corporate ventures The Four Steps to the Epiphany is one of the most influential and practical business books of all time The Four Steps to the Epiphany launched the Lean Startup approach to new ventures It was the first book to offer that startups are not smaller versions of large companies and that new ventures are different than existing ones Startups search for business models while existing companies execute them The book offers the practical and proven four step Customer Development process for search and offers insight into what makes some startups successful and leaves others selling off their furniture Rather than blindly execute a plan The Four Steps helps uncover flaws in product and business plans and correct them before they become costly Rapid iteration customer feedback testing your assumptions are all explained in this book Packed with concrete examples of what to do how to do it and when to do it the book will leave you with new skills to organize sales marketing and your business for success If your organization is starting a new venture and you re thinking how to successfully organize sales marketing and business development you need The Four Steps to the Epiphany Essential reading for anyone starting something new

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, [Designing the Successful Corporate Accelerator](#) Jules Miller, Jeremy Kagan, 2021-03-17 Accelerators can be powerful tools to build and transform businesses in a short period of time which is why they have spread like wildfire in the corporate world Designing the Successful Corporate Accelerator gives readers the tools to design create and manage successful corporate accelerators that achieve results time and time again Authors Jules Miller and Jeremy Kagan are seasoned professionals in this space and combine global market research interviews with accelerator leaders and their own experience launching and running accelerators to share what works and what doesn't The first half of the book takes a broader look at corporate innovation as a whole and how accelerators fit in then the second half offers practical advice for how to launch run and manage world class accelerator programs Perfect for executives employees founders investors intrapreneurs and entrepreneurs Designing the Successful Corporate Accelerator is a practical guidebook for anyone with a passion for corporate innovation and entrepreneurship

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Produktes insbesondere durch das fr hzeitige Feedback des Kunden lassen das Risiko des Scheiterns reduzieren Auf dieser Methode basiert ein wesentlicher Teil dieser Arbeit und stellt neben dem aktuellen Stand der Wissenschaft die Anwendung auf eine Gesch ftsidee des Autors dar Die wesentlichen Hypothesen der Gesch ftsidee werden anfangs ermittelt und schlie lich zwei dieser Hypothesen durch vier Experimente getestet Dabei kommen eine Entdeckungsumfrage eine Suchtrendanalyse eine Validierungsumfrage sowie ein Einzelmerkmal MVP nach Bland und Osterwalder zum Einsatz Schlie lich k nnen Antworten darauf gefunden werden ob die Gesch ftsidee Probleme und Bed rfnisse anspricht die dem Kunden wirklich wichtig sind sowie die Produktl sungen einen Mehrwert f r den Kunden bereitstellen Neun von zehn Startups scheitern innerhalb von drei Jahren nach deren Gr ndung Der h ufigste Grund ist die mangelnde Kundenakzeptanz f r deren Angebot Es gibt schlicht keinen Bedarf am Markt

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