

FOUNDER'S BOOKSHELF

THE STARTUP OWNER'S MANUAL



THE STARTUP OWNER'S MANUAL

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

Steve Blank and Bob Dorf

The Startup Owners Manual Steve Blank

Felipe G. Massa



The Startup Owners Manual Steve Blank:

The Startup Owner's Manual Steve Blank,Bob Dorf,2020-03-17 More than 100 000 entrepreneurs rely on this book 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 him for more than a decade This 608 page how to guide includes over 100 charts graphs and diagrams plus 77 valuable checklists that guide you as you drive your company toward profitability It will help you Avoid the 9 deadly sins that destroy startups chances for success Use the Customer Development method to bring your business idea to life Incorporate the Business Model Canvas as the organizing principle for startup hypotheses Identify your customers and determine how to get keep and grow customers profitably Compute how you ll drive your startup to repeatable scalable profits The Startup Owners Manual was originally published by K S Ranch Publishing Inc and is now available from Wiley The cover design and content are the same as the prior release and should not be considered a new or updated product **The Startup Owner's**

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Founder's Pocket Guide: Founder Equity Splits Stephen R. Poland,2016-03-21 How do we split up the equity ownership of our startup This guide provides a framework and process to help startup founders answer this common question Equity ownership affects the culture and sense of wellbeing of a startup Founders typically sacrifice a great deal of other life opportunities to work on a startup effort In exchange for that sacrifice a founder wants to feel the ownership equation with any co founders is fair In detail this Founder s Pocket Guide walks entrepreneurs through the following elements Take The Founder Test to make sure everybody deserves founder status Review the case for splitting your founder equity into equal parts Use the Equity Split Scorecard as a fair method to allocate more equity to highly skilled cofounders Solve common equity problems using founder vesting structures Answer common equity split questions like IP and founder investors Note that this guide does not go into how to use equity to attract employees or using equity to pay service providers advisors development companies or other contractors This guide focuses solely on the best practices of deciding the equity ownership split between the founders of a startup venture

Entrepreneurship in the Wild Felipe G. Massa,2021-08-03 A learn by doing guide to developing testing and pitching a startup idea balancing a pragmatic approach and rigorous academic content This innovative book offers a learn by doing guide to entrepreneurship that balances practical advice with rigorous academic content It introduces important concepts provides highly engaging examples and supplies the tools needed to put lessons into practice creating a research supported step by step reference for developing testing and pitching any startup idea By integrating lean startup principles design thinking and elements of the jobs to be done framework this combination textbook workbook allows readers to choose for themselves whether or to what extent to engage with theory All of the book s ten chapters encourage hands on effort providing readers with easy to follow steps calls to action and attainable milestones Aspiring entrepreneurs will find this systematic approach to be more efficient than haphazard trial and error and much more likely to yield concrete results Chapters begin with a mini case offering real world examples of each step in the process These cases all featuring entrepreneurs working outside the Silicon Valley bubble include a meadery operator that turned customers into advocates by

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