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Episode 3: Step by Step
Guide to Building your
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episode drilled down
into building the Go To
Market Playbook and

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what it should look like.

Below are some example playbooks of real companies

mentioned in this episode, and some template 'building blocks' showing playbooks in different states of completion and the questions you need to answer in order to build it.

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He ' s also the author of
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Survival To Thrival:

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Startup. The second

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Change or Be Changed,

is out this summer. One

of the biggest challenges

to startups as they grow

is the changing roles in

management.

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