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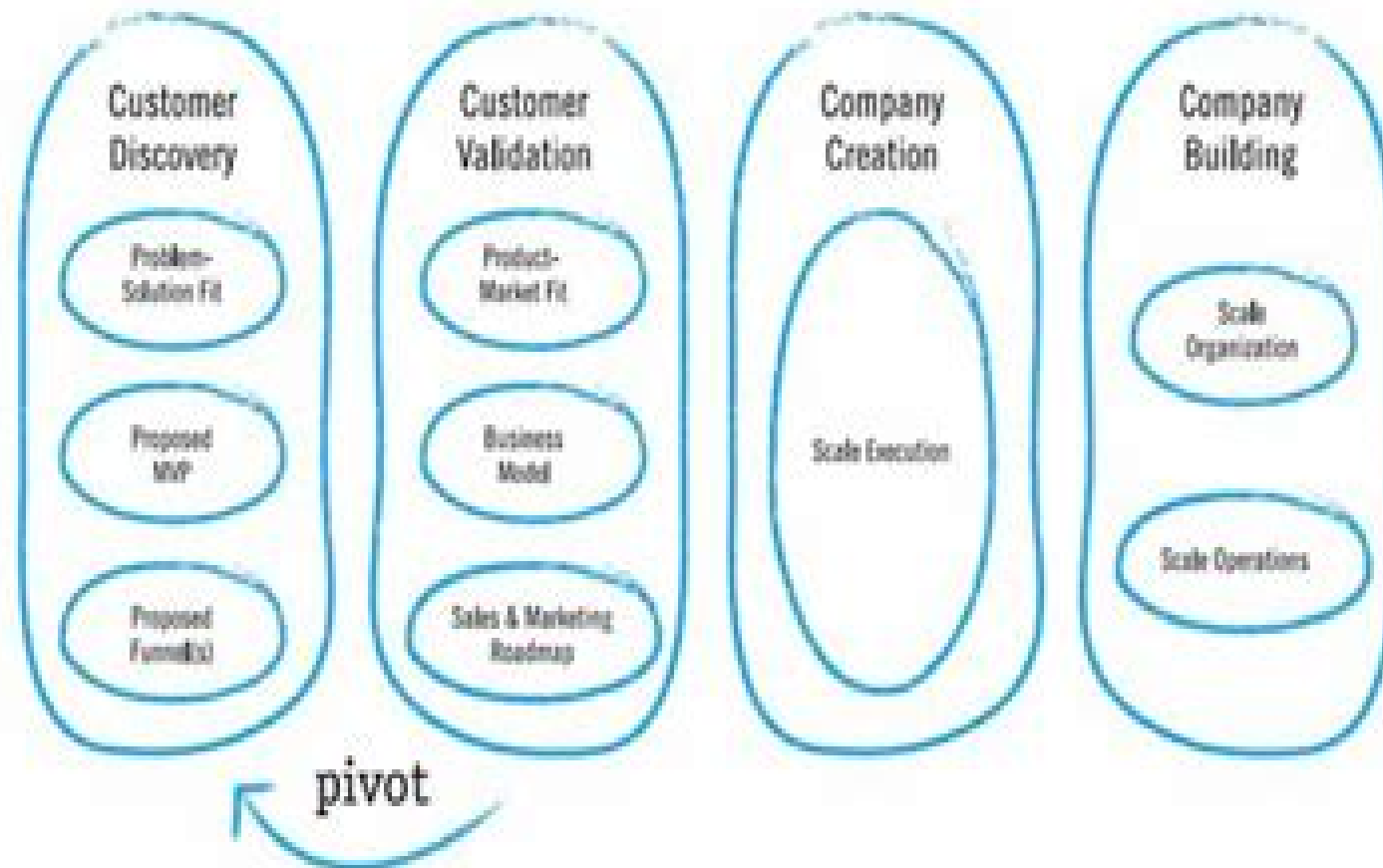


Figure 1: Steven Blank's Four Steps of Customer Development

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