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Use primary market research to flesh out a detailed description of the typical end user within your market segment. Start by beginning to define your customer with a target customer profile. Now that you have identified a specific beachhead market, you will need to learn about your target customer. It is critically important that you recognize that to be successful, you must build your business based on the customer you are serving, rather than pushing onto the market the product or service ...

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Discusses takeaways from his bestselling book, Disciplined Entrepreneurship: 24 Steps to a Successful Startup--from the first step (understanding your customer) to the last (scaling your business). Explains what is missing in current entrepreneurship education and how the Entrepreneurship Development Program is different. Aulet also shares details about the upcoming session of EDP (January 28-February 2), including course content and the faculty line-up.

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