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success at one stage often drives failure at the next. Change or be Changed is a must-read for startups and boards everywhere who want to learn -

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Episode 3: Step by
Step Guide to

Building your GTM

Playbook This

episode drilled down
into building the Go

To Market Playbook

and what it should
look like. Below are

some example

playbooks of real

companies

mentioned in this

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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.

Resources from our podcast – Survival to Thrival

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isn't a hero's
journey. The book
hopes to help
enterprise
entrepreneurs make
sense of the chaos
and anticipate
what's next. The
book is a mind meld
of a 15-year
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dozens of enterprise
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all struggled through
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Tae Hea Nahm is
founding partner of
Storm Ventures, a
Silicon Valley based
venture capital firm
investing in tech
startups all around

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the world. He 's also the author of a book series called Survival To Thrival: Building the Enterprise Startup. The second title in the series, 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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