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Talking to Humans is a practical guide to the qualitative side of customer development. It teach you how to structure and run effective customer interviews, how to focus on assumptions and how to turn learnings into action.

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26 Talking to Humans. won't be profitable at the beginning, but if we can scale and improve our manufacturing process then we can move into the black. Of course, they have to want to buy our pillow." Samantha nodded. "To test that, you will need to actually try selling a few, which ties back to your second risk.

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Reprint of 1943 Edition.This is the article in which Maslow first presented his hierarchy of needs. It was first printed in his 1943 paper "A Theory of Human Motivation". Maslow subsequently extended the idea to include his observations of humans' innate curiosity.

### **A Theory of Human Motivation Kindle Edition - Amazon.in**

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