What were your observations on this part of the podcast?

Through this podcast, I learned how to evaluate startup ideas and talk to users. If we establish a company, we should firstly consider the problem. If our problem is what millions of people face, that means our company can grow soon. An ideal solution is also essential, which should be used whatever necessary. The last one is insight. We have to have the unfair advantage that can explain why the company will grow quickly, then the investor can find the value. I think these ideas are easy to comprehend, and our company can stand out based on considering them.

What were your observations on talking to people?

We should avoid talking too much about our products, hypotheticals. During the early customer interview, we should concentrate on the hardest part of the problem and why hard, get specifics, try to solve problems. We should talk to one or two people firstly to execute an unbiased interview strategy and take notes. In the prototype, we may find the best first user from the talk. Besides, the feedback from the users can give us the signal about our product situation in the market.