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Episode 3: Step by Step Guide to Building your GTM

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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 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
Survival To Thrival 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 entrepreneur-investor team and dozens of enterprise entrepreneurs who all struggled through the journey to build enterprise startups.

Writing Survival To Thrival. The book is finally here ...
Tae Hea Nahm is founding partner of Storm Ventures, a Silicon Valley based venture capital firm investing in tech startups all around 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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