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Disciplined Entrepreneurship is a systematic and rigorous 24 step to build new innovation-based ventures, created at MIT.

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Startup presents a practical step-by-step process to channel the creative spirit to maximize the chances of success and ultimate impact." ?MITCH KAPOR, founder, Lotus Development Corporation

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However, MIT professor and serial entrepreneur Bill Aulet takes a different view of the start-up. In his book Disciplined Entrepreneurship: 24 Steps to a Successful Startup, he's not looking to knock down the entrepreneur's pedestal but

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instead raise the masses to the same level.

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STEP 24 Develop a Product Plan IN THIS STEP, YOU WILL: Go beyond the Minimum Viable Business Product (MVBP) to

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--Market segmentation --Select a beachhead market --Build an end user profile --Calculate the total addressable market (TAM) size for the beachhead market --Profile the persona for the beachhead market --Full life cycle use case --High-level product specification --Quantify the value proposition
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