

*"Kidder's Startup Playbook is a one-inch punch of the startup experience—a raw insider's guide to the real playbooks behind some of tech's greatest successes and comebacks. It's an urgent and prescient read."*

—Marc Andreessen, cofounder and general partner, Andreessen Horowitz

# THE STARTUP PLAYBOOK



*Secrets of the Fastest-Growing Startups  
from Their Founding Entrepreneurs*

**David S. Kidder**

*New York Times Bestselling Author*

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Foreword by LinkedIn founder  
Reid Hoffman

# The Startup Playbook

**Y Pai**



## **The Startup Playbook:**

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