

Q4

Actors: Founder F, Mentor M

Two founders are pitching their MVP to a mentor during an office hour style meeting.

F: We can't cut these features. If it doesn't look like a real product no one will take us seriously. This is our MVP.

M: That's already the ~~issue~~ issue. The book warns that calling it a product makes you act like you're ready to ship. You're not. This is supposed to be a prototype.

F: But if we strip it down, it won't feel complete. Customers expect more.

M: You're assuming they want everything. That's a leap of faith assumption. The MVP is meant to test demand,

not impress people with features.

F: We're just hedging our bets.

M: That's the Homer Simpson car problem. When you add everything, you can't tell what actually mattered. The experiment becomes noisy.

F: So what do we do instead?

M: Be uncomfortably narrow. Remember the \$100 R&D example. If they only paid for one thing, build only that.

F: I see it now. We're building for safety, not learning.

M: Exactly. Innovators learn first, products come later!