

CERTIFICATE OF COMPLETION

This is to certify that

Adefolahan Akinsola

has successfully completed the “Discovering and Validating Your Customers” course of our programs. This course has the goal of helping participants to:

- Discover and understand customers’ needs, pain points, behaviors and goals,
- Learn the methodologies for obtaining primary and secondary data, create interview questions,
- Test and validate MNIMUM Viable Products, and
- Learn how to identify the product or service problem/solution fit.

March 20, 2020, 12:00 pm

DATE

**DISCOVERING &
VALIDATING
YOUR
CUSTOMERS**

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