

THE 9 STEP CORPORATE ENTREPRENEURSHIP ROADMAP

CUSTOMER DISCOVERY

BUSINESS MODEL

ENGINE OF GROWTH



VISION & TEAM
Create a formal team. Assign key roles and goals.



PROBLEMS & OPPORTUNITIES

Get ideas, insights, the customer base, pain, challenges, goals and ideas.



MARKET & CUSTOMER

Segment the market. Get in on the early adopters.



VALUE PROPOSITION

Develop and validate your core marketing message.

CHANNELS, REVENUES & COSTS

Develop the financial and distribution models.



SKETCH

Sketch your models. Get rapid, structured feedback from the target market.



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Track the leading metrics that are predictors of growth.

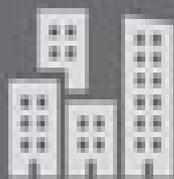


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Paul Cunningham, Miriam Cunningham

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Seeking Success in E-Business Kim Viborg Andersen, Steve Elliot, Paula M.C. Swatman, E.M. Trauth, Niels Bjørn-Andersen, 2013-06-29 In the foreword to this volume of conference proceedings for IFIP Working Group 8.4 it is appropriate to review the wider organization to which the Working Group belongs The International Federation of Information Processing IFIP is a non governmental non profit umbrella organization for national societies working in the field of information processing that was established in 1960 under the auspices of UNESCO IFIP s mission is to be the leading truly international apolitical organization which encourages and assists in the development exploitation and application of Information Technology for the benefit of all people At the heart of IFIP lie its Technical Committees that between them count on the active participation of some two thousand people world wide These Groups work in a variety of ways to share experience and to develop their specialised knowledge Technical Committees include TC 1 Foundations of Computer Science TC 2 Software Theory and Practice TC 3 Education TC 6 Communication Systems TC 7 System Modelling and Optimization

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Strategies for E-business Tawfik Jelassi (d), Albrecht Enders, 2008 Ideal for MBA students and upper level undergraduates this book utilises extensive research strategic frameworks a methodological toolset and original real world case studies to link e business to overall corporate strategy It builds awareness and sharpens students analytical understanding of how companies have developed and implemented electronic and mobile commerce strategies in the real world and the issues and challenges that e commerce strategies and applications present

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