

# THE 9 STEP CORPORATE ENTREPRENEURSHIP ROADMAP

1



## VISION & TEAM

Create formal team, assign key additional goals

2



## MARKET & CUSTOMER

Segment the market, zero in on the early adopters

3

## PROBLEMS & OPPORTUNITIES

Get deep insights into customer needs, pains, challenges, goals and ideas

4



## SKETCH

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

5

## VALUE PROPOSITION

Develop and validate your core marketing messages

6

## CHANNELS, REVENUES & COSTS

Develop the business and distribution models

7



## MVP

Get users. Focus on learning not selling. Iterate, get your first paying customers

8

## INNOVATION ACCOUNTING

Track the leading metrics that are predictors of growth

9

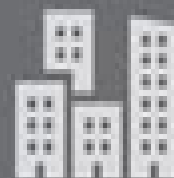
## GROWTH EXPERIMENTS

Systematically develop and launch experiments to build the core growth

LEARN

PIVOT

SCALE



INTRAPRENEUR  
— NATION —

CUSTOMER DISCOVERY

BUSINESS MODEL

ENGINE OF GROWTH

# Case Studies Entrepreneurship Roadmap

**Erica Keswin**

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Kaplan, Anthony C. Warren, 2009-08-24 This third edition prepares entrepreneurs for the rewards and pitfalls of this career choice It explores a new theme on how to effectively manage a start up company Focus on Real Entrepreneurs sections highlight how entrepreneurs position their companies to meet the various marketing financial and technological challenges Management Track sections present key management issues while following the development of a real company Entrepreneurs will also find real situations and examples on which they can practice the broad range of skills required to start and build a company in today s complex world **Strategies for e-Business** Tawfik Jelassi, Francisco J.

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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 TC 9 Relationship between Computers and Society TC 11 Security and Protection in Information Processing Systems TC 12 Artificial Intelligence and TC 13 Human Computer Interaction The IFIP website [www ifip org](http://www.ifip.org) has further details Technical Committee 8 TC8 is concerned with Information Systems in organisations Within TC8 there are different Working Groups focusing on particular aspects of Information Systems

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 Syed Mohammed Alam, 2023-09-20 Dive into the dynamic world of tech entrepreneurship with Technovate Navigating the Frontier of Tech Entrepreneurship This uniquely titled and comprehensive guide takes you on an exhilarating journey through the intricacies of launching growing and sustaining a tech startup From igniting your entrepreneurial mindset to making a lasting impact on the world this book offers a roadmap for every stage of your entrepreneurial expedition With in depth chapters exploring critical facets such as innovation legal considerations scaling and exit strategies you ll gain the knowledge and strategies needed to thrive in the ever evolving tech landscape Drawing from real world examples expert insights and a wealth of experience Technovate empowers you to navigate the challenges and seize the opportunities that define the tech entrepreneurship frontier Whether you re a budding visionary or a seasoned entrepreneur this book is your companion on the path to tech innovation and lasting success Embark on your entrepreneurial adventure chart your course with confidence and leave an indelible mark on the world of tech entrepreneurship Get ready to Technovate and revolutionize the future

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,1999 *The Fail-Safe Startup* Tom Eisenmann,2021-04 The handbook for entrepreneurial success from Harvard University's Tom Eisenmann PhD Why do most startups fail Eisenmann has focused his research and his MBA class at Harvard University on the mistakes and missteps of entrepreneurs and founders for the past decade For the first time he reveals his findings and most importantly how you can avoid them Drawing on case studies from startups from around the world *The Fail Safe Startup* reveals how to analyse others failure to ensure your success *Entrepreneurship in the Forest Sector in Europe* ,2007 **The Industry Standard** ,2000-04 **Managing Projects in Organizations** J. Davidson Frame,1995-10-13 In this revised second edition of *Managing Projects in Organizations* the author presents a readable accessible presentation of project management principles This edition encompasses product engineering and service based organizations and has been updated to cover developments in software outsourcing quality and related issues **Patterns of Entrepreneurship Management** Jack M. Kaplan,Jack McGourty,2020-09-16 *Patterns of Entrepreneurship Management* 6th Edition is the essential roadmap for anyone interested in starting a new venture whether for profit or social enterprise Featuring updated themes new cases and enhanced interactive learning tools the sixth edition of *Patterns of Entrepreneurship Management* addresses the challenges issues and rewards real life entrepreneurs encounter when starting and growing a venture in today's complex world Using its innovative Roadmap approach this practical guide enables students and aspiring entrepreneurs to design execute and maintain their business plan covering every essential step of the entrepreneurial process from turning an idea into a business model to securing funding and managing resources To support student venture development and faculty facilitation of associated topics the authors have added over 30 worksheets that serve as prompts to help students focus on what should be considered at each stage of venture development For each chapter specific Best Practices associated with each worksheet have been included to help students understand the theory and or rationale behind the prompts helping the student connect the work with where they are in the venture process The authors draw from their extensive experience launching new ventures and educating thousands of students globally to provide a unique hands on approach to developing the skills required to start and build a company in the modern business environment Discussions focus on the real life challenges facing startup founders important issues such as how to drive continuous innovation and how to create a company culture that maximizes success *Business Information Systems* Paul Bocij,2003 Assuming no prior knowledge of IS or IT this book explains new concepts and terms as simply as possible The importance of information in developing a company business strategy and assisting decision making is explained in this study volume

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