

# THE ENTREPRENEUR'S ROADMAP

## LAUNCH STAGE

1

**Prepare for your entrepreneurial journey:**  
Understand the entrepreneurial mindset and build the skills you need to thrive



2

**Select and test your idea:**  
Create an innovative idea and conduct a feasibility study

3

**Plan and launch your business:**  
Develop a business plan and launch the enterprise.

## MANAGEMENT STAGE

6

**Manage your people:**  
Manage processes and procedures, hire right and plan for succession

5

**Manage your customers:**  
Create a competitive advantage, communicate your value proposition and become a better negotiator

4

**Be a better leader:**  
Formulate the right strategy, analyze business problems and make strategic decisions



## FUNDING STAGE

7

**Sources of funding:**  
Identify the optimal source of funding for your business



8

**Attracting funding:**  
Learn what to do to attract investors

9

**Managing funding:**  
Craft favorable funding terms and negotiate in your best interest

## GLOBAL STAGE

12

**Deciding to go global:**  
Evaluate new markets and decide whether to expand your business

11

**Global ecommerce strategy:**  
Integrate ecommerce into your business model and acquire international clients

10

**Global market entry strategy:**  
Prepare to launch an international SME brand



# Entrepreneurship Roadmap Advanced Strategies

**RC Schank**



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