

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.



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



VALUE PROPOSITION
Develop and validate your core marketing message.



CHANNELS, REVENUES & COSTS
Develop the financial and distribution models.



MVP
Get users. Focus on learning vs. selling. Provide "perpetual" for every customer.



GROWTH EXPERIMENTS
Systematically develop and learn experiments to build the engine of growth.



INNOVATION ACCOUNTING
Track the leading metrics for the measurement of growth.

PIVOT

SCALE



LEARN

INTRAPRENEUR
— NATION —

Entrepreneurship Roadmap Case Studies

Annelies Wilder-Smith



Entrepreneurship Roadmap Case Studies:

Entrepreneurship Roadmap Case Studies Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has become more apparent than ever. Its power to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**Entrepreneurship Roadmap Case Studies**," published by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we will delve in to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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