

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 business 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 that are predictors of growth.

PIVOT

SCALE



LEARN

INTRAPRENEUR
— NATION —

Entrepreneurship Roadmap Case Studies

Roman Wölfel



Entrepreneurship Roadmap Case Studies:

Whispering the Secrets of Language: An Emotional Journey through **Entrepreneurship Roadmap Case Studies**

In a digitally-driven world where displays reign supreme and quick transmission drowns out the subtleties of language, the profound techniques and psychological subtleties hidden within words usually get unheard. However, nestled within the pages of **Entrepreneurship Roadmap Case Studies** a charming literary treasure blinking with organic feelings, lies a fantastic journey waiting to be undertaken. Published by a skilled wordsmith, that marvelous opus encourages viewers on an introspective trip, softly unraveling the veiled truths and profound impact resonating within the very fabric of each and every word. Within the psychological depths of this touching review, we can embark upon a heartfelt exploration of the book's primary styles, dissect its charming writing style, and fail to the powerful resonance it evokes heavy within the recesses of readers' hearts.

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