

# 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.



**PIVOT**

**GROWTH EXPERIMENTS**

Systematically develop and launch experiments to build the engine of growth.



**INNOVATION ACCOUNTING**

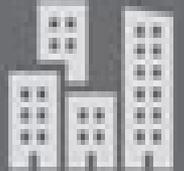
Track the leading metrics that are predictors of growth.



**MVP**

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

**SCALE**



**LEARN**

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— NATION —

# Entrepreneurship Roadmap Paperback

**Katrin Zwirgmaier**



**Entrepreneurship Roadmap Paperback:**

## Unveiling the Magic of Words: A Overview of "**Entrepreneurship Roadmap Paperback**"

In a world defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their power to kindle emotions, provoke contemplation, and ignite transformative change is truly awe-inspiring. Enter the realm of "**Entrepreneurship Roadmap Paperback**," a mesmerizing literary masterpiece penned by way of a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve to the book is central themes, examine its distinctive writing style, and assess its profound affect the souls of its readers.

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