

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.



PIVOT

GROWTH EXPERIMENTS

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



INNOVATION ACCOUNTING

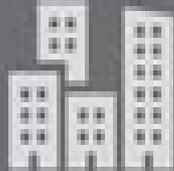
Track the leading metrics that are predictors of growth.



MVP

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

SCALE



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