

THE 9 STEP CORPORATE ENTREPRENEURSHIP ROADMAP

1

VISION & TEAM
Create formal team, assign key roles and goals

2

MARKET & CUSTOMER
Segment the market, zero in on the early adopters

3

PROBLEMS & OPPORTUNITIES
Get deep insights into customer needs, pains, challenges, goals and ideas

4

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

5

VALUE PROPOSITION
Develop and validate your core marketing message

6

CHANNELS, REVENUES & COSTS
Develop the business and distribution models

7

MVP
Get users. Focus on learning not selling. Iterate, get your first paying customers

8

INNOVATION ACCOUNTING
Track the leading metrics that are predictors of growth

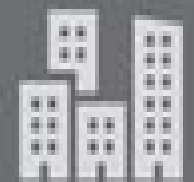
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GROWTH EXPERIMENTS
Systematically develop and launch experiments to build the core growth

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PIVOT

SCALE



CUSTOMER DISCOVERY

BUSINESS MODEL

ENGINE OF GROWTH

INTRAPRENEUR
— NATION —

Entrepreneurship Roadmap Case Studies

Huangqi Zhang



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Roadmap Study for Tanzania: Abridged version of main report, 2004 **Technovate: Navigating the Frontier of Tech**

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Seeking Success in E-Business Kim Viborg Andersen, Steve Elliot, Paula M.C. Swatman, E.M. Trauth, Niels Bjørn-Andersen, 2013-06-29 In the foreword to this volume of conference proceedings for IFIP Working Group 8.4 it is appropriate to review the wider organization to which the Working Group belongs The International Federation of Information Processing IFIP is a non governmental non profit umbrella organization for national societies working in the field of information processing that was established in 1960 under the auspices of UNESCO IFIP's mission is to be the leading truly international apolitical organization which encourages and assists in the development exploitation and application of Information Technology for the benefit of all people At the heart of IFIP lie its Technical Committees that between them count on the active participation of some two thousand people world wide These Groups work in a variety of ways to share experience and to develop their specialised knowledge Technical Committees include TC 1 Foundations of Computer Science TC 2 Software Theory and Practice TC 3 Education TC 6 Communication Systems TC 7 System Modelling and Optimization TC 9 Relationship between Computers and Society TC 11 Security and Protection in Information Processing Systems TC 12 Artificial Intelligence and TC 13 Human Computer Interaction The IFIP website www.ifip.org has further details Technical Committee 8 TC8 is concerned with Information Systems in organisations Within TC8 there are different Working Groups focusing on particular aspects of Information Systems

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