

# THE 9 STEP CORPORATE ENTREPRENEURSHIP ROADMAP

CUSTOMER DISCOVERY

BUSINESS MODEL

ENGINE OF GROWTH



**VISION & TEAM**  
 Create a shared team vision. 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 learn experiments to build the engine of growth.

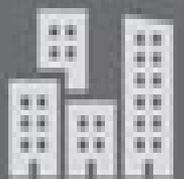


**INNOVATION ACCOUNTING**  
 Track the leading metrics that are predictors of growth.



**MVP**  
 Get users. Focus on learning vs. selling. Provide personal fit using customer.

SCALE



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 — NATION —

# Entrepreneurship Roadmap Paperback

**SB Merriam**



**Entrepreneurship Roadmap Paperback:**

## Reviewing **Entrepreneurship Roadmap Paperback**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is truly astonishing.

Within the pages of "**Entrepreneurship Roadmap Paperback**," an enthralling opus penned by a very acclaimed wordsmith, readers embark on an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve in to the book is central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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