

# THE 9 STEP CORPORATE ENTREPRENEURSHIP ROADMAP

1

**VISION & TEAM**  
Create formal team, assign key additional jobs

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 models. Get rapid, structured feedback from the target market

5

**VALUE PROPOSITION**

Develop and validate your core marketing messages

6

**CHANNELS, REVENUES & COSTS**

Develop the business and distribution models

7



**MVP**

Get users. Focus on learning not selling. Findings get you closer to paying customers

8

**INNOVATION ACCOUNTING**

Track the leading metrics that are predictors of growth

9

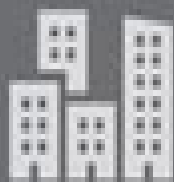
**GROWTH EXPERIMENTS**

Systematically develop and launch experiments to build the core growth

**LEARN**

**PIVOT**

**SCALE**



CUSTOMER DISCOVERY

BUSINESS MODEL

ENGINE OF GROWTH

INTRAPRENEUR  
— NATION —

# Entrepreneurship Roadmap Collection

**RJ Shavelson**



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