

THE 9 STEP CORPORATE ENTREPRENEURSHIP ROADMAP

CUSTOMER DISCOVERY



VISION & TEAM

Create formal team, assign key roles and goals



PROBLEMS & OPPORTUNITIES

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



MARKET & CUSTOMER

Segment the market, define it and the early adopters



BUSINESS MODEL



SKETCH

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



VALUE PROPOSITION

Develop and validate your core marketing messages



CHANNELS, REVENUES & COSTS

Develop the business and distribution models



PIVOT

GROWTH EXPERIMENTS

Systematically develop and launch experiments to build the core growth



INNOVATION ACCOUNTING

Track the leading metrics that are predictors of growth



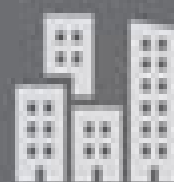
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ENGINE OF GROWTH

SCALE



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— NATION —

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Victor M. Corman



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