

Alexander Osterwalder Business Model Generation

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Design a Better Business - Patrick van der Pijl 2016-09-13

This book stitches together a complete design journey from beginning to end in a way that you've likely never seen before, guiding readers (you) step-by-step in a practical way from the initial spark of an idea all the way to scaling it into a better business. Design a Better Business includes a comprehensive set of tools (over 20 total!) and skills that will help you harness opportunity from uncertainty by building the right team(s) and balancing your point of view against new findings from the outside world. This book also features over 50 case studies and real life examples from large corporations such as ING Bank, Audi, Autodesk, and Toyota Financial Services, to small startups, incubators, and social impact organizations, providing a behind the scenes look at the best practices and pitfalls to avoid. Also included are personal insights from thought leaders such as Steve Blank on innovation, Alex Osterwalder on business models, Nancy Duarte on storytelling, and Rob Fitzpatrick on questioning, among others.

Business Model You - Timothy Clark 2012-03-12

A one-page tool to reinvent yourself and your career The global bestseller Business Model Generation introduced a unique visual way to summarize and creatively brainstorm any business or product idea on a single sheet of paper. Business Model You uses the same powerful one-page tool to teach readers how to draw "personal business models," which reveal new ways their skills can be adapted to the changing needs of the marketplace to reveal new, more satisfying, career and life possibilities. Produced by the same team that created Business Model Generation, this book is based on the Business Model Canvas methodology, which has quickly emerged as the world's leading business model description and innovation technique. This book shows readers how to: Understand business model thinking and diagram their current personal business model Understand the value of their skills in the marketplace and define their purpose Articulate a vision for change Create a new personal business model harmonized with that vision, and most important, test and implement the new model When you implement the one-page tool from Business Model You, you create a game-changing business model for your life and career.

The Business Model Canvas - 50MINUTES, 2017-03-16

Ready to take your business to the next level? Find out everything you need to know about the Business Model Canvas with this practical guide. An increasing number of people are taking the plunge and creating their own businesses, choosing to be their own boss and create their own profits. Yet this is no mean feat, which is why it is essential to have a solid business plan. This guide will teach you all about the Business Model Canvas and how it can increase your value proposition, and improve your company. In 50 minutes you will be able to:

- Identify the nine factors affected by the Business Model Canvas and why they are important
- Analyse concrete applications of the Business Model Canvas with real-life case studies
- Learn more about the limits and criticism of the tool, so that you can apply the BMC effectively and use it alongside other complementary tools

ABOUT 50MINUTES.COM | COACHING The Coaching series from the 50Minutes collection is aimed at all those who, at any stage in their careers, are looking to acquire personal or professional skills, adapt to new situations or simply re-evaluate their work-life balance. The concise and effective style of our guides enables you to gain an in-depth understanding of a broad range of concepts, combining theory, constructive examples and practical exercises to enhance your learning.

Building Successful Partner Channels - Hans Peter Peter Bech 2015-04-01

"Building Successful Partner Channels" is a book laying out the roadmap for achieving global market leadership through independent channel partners in the software industry. When Microsoft acquired Navision in 2002 there is no doubt that the price they paid was heavily influenced by the value of our channel partner eco-system. I can think of no one better suited than Hans Peter to write a book with the title Building Successful Partner Channels. Preben Damgaard, Co-founder and CEO of Navision Predictable growth and market leadership through independent channel

partners are on every software industry CEO and sales executives' mind. However, it is rarely achieved. With "Building Successful Partner Channels" Hans Peter Bech provides a great tactical approach toward reaching this goal. Torulf Nilsson, Product Executive, Visma Retail, Oslo, Norway Hans Peter Bech has been at the forefront developing indirect channels in the software industry for more than three decades and his track record is impressive. I'd highly recommend this book to anyone searching for the route to global market leadership in the software industry. Yusuf Soner, School of Management at the Sabanci University, Istanbul, Turkey Building Successful Partner Channels provides a powerful, practical approach to building a strong network of independent channel partners, so as to optimize sales and marketing activities. The book helps senior sales and marketing executives understand how to work in concert to achieve global market leadership through the indirect-channel approach. Toke Kruse, Founder and CEO at Billy, San Francisco, USA

Scaling Up Excellence - Robert I. Sutton 2014-02-04

Wall Street Journal Bestseller "The pick of 2014's management books." -Andrew Hill, Financial Times "One of the top business books of the year." -Harvey Schacter, The Globe and Mail Bestselling author, Robert Sutton and Stanford colleague, Huggy Rao tackle a challenge that determines every organization's success: how to scale up farther, faster, and more effectively as an organization grows. Sutton and Rao have devoted much of the last decade to uncovering what it takes to build and uncover pockets of exemplary performance, to help spread them, and to keep recharging organizations with ever better work practices. Drawing on inside accounts and case studies and academic research from a wealth of industries-- including start-ups, pharmaceuticals, airlines, retail, financial services, high-tech, education, non-profits, government, and healthcare-- Sutton and Rao identify the key scaling challenges that confront every organization. They tackle the difficult trade-offs that organizations must make between whether to encourage individualized approaches tailored to local needs or to replicate the same practices and customs as an organization or program expands. They reveal how the best leaders and teams develop, spread, and instill the right mindsets in their people-- rather than ruining or watering down the very things that have fueled successful growth in the past. They unpack the principles that help to cascade excellence throughout an organization, as well as show how to eliminate destructive beliefs and behaviors that will hold them back. Scaling Up Excellence is the first major business book devoted to this universal and vexing challenge and it is destined to become the standard bearer in the field.

Winning Opportunities - Raphael H. Cohen 2012-04

This book finally gives innovators an alternative to the painful writing of business plans. Not only an alternative but also a more effective, faster and easier way to convince investors and decision-makers: the Opportunity Case is a more user-friendly way of analyzing and presenting a project, which has been quickly adopted by many multinational corporations, public sector organizations as well as start-ups. It also addresses a central problem in existing businesses: many people have good ideas but very few of these innovations are actually implemented. The content of this book proposes the first practical process that has been demonstrated to boost innovation by up to 56%. "Winning Opportunities" presents the IpOp Model that outlines in a very concrete and down-to-earth way, the core process of innovation that successful entrepreneurs and intrapreneurs use, even unconsciously. The model acts as a simple hands-on guide for innovators who want to increase their chances of success. This structured and user-friendly roadmap helps innovators turn an idea into a tangible opportunity, outline measurable deliverables, learn how to address all the key issues critical to the success of their project, and identify early in the process whether an opportunity is worth pursuing. To illustrate its concepts, a large number of real-life examples are included as inspiration to the reader. Nespresso's strategy is used throughout the book to demonstrate each key step of the IpOp Model. It is

the first time in print one can read about the strategy that shaped the fascinating success story of Nespresso, a \$3 billion business with double-digit annual growth. Both Nespresso and the IpOp Model were developed in Switzerland, which was recently ranked No. 1 in innovation worldwide. Besides helping start-up initiators, the IpOp Model, as best practice for innovation, improves and complements the existing selection of innovation processes used by large organizations (staged gate, six sigma, etc.). Since learning is easier when emotions are included in the process, each chapter is preceded by a joke illustrating its serious content. The author, Prof. Raphael H Cohen took advantage of his 30+ years experience as serial entrepreneur, active CEO and business angel to write this book to encapsulate some of the key messages he has been teaching in top business schools and corporate environments since 2001. He is a keynote speaker and an expert in both professional agility and "weapons of mass innovation." Besides his responsibility as academic director of MBA programs, he provides executive education, mentoring, consulting and management services for senior executives, bankers, directors and entrepreneurs. He serves on the board of directors of several companies, including a Swiss bank, and is a regular contributor to several business publications. He obtained his Ph.D. in Economics in 1982"

Business Model Generation - Alexander Osterwalder 2010-07-13

Business Model Generation is a handbook for visionaries, game changers, and challengers striving to defy outmoded business models and design tomorrow's enterprises. If your organization needs to adapt to harsh new realities, but you don't yet have a strategy that will get you out in front of your competitors, you need Business Model Generation. Co-created by 470 "Business Model Canvas" practitioners from 45 countries, the book features a beautiful, highly visual, 4-color design that takes powerful strategic ideas and tools, and makes them easy to implement in your organization. It explains the most common Business Model patterns, based on concepts from leading business thinkers, and helps you reinterpret them for your own context. You will learn how to systematically understand, design, and implement a game-changing business model--or analyze and renovate an old one. Along the way, you'll understand at a much deeper level your customers, distribution channels, partners, revenue streams, costs, and your core value proposition. Business Model Generation features practical innovation techniques used today by leading consultants and companies worldwide, including 3M, Ericsson, Capgemini, Deloitte, and others. Designed for doers, it is for those ready to abandon outmoded thinking and embrace new models of value creation: for executives, consultants, entrepreneurs, and leaders of all organizations. If you're ready to change the rules, you belong to "the business model generation!"

The Four Steps to the Epiphany - Steve Blank 2020-03-17

The bestselling classic that launched 10,000 startups and new corporate ventures - The Four Steps to the Epiphany is one of the most influential and practical business books of all time. The Four Steps to the Epiphany launched the Lean Startup approach to new ventures. It was the first book to offer that startups are not smaller versions of large companies and that new ventures are different than existing ones. Startups search for business models while existing companies execute them. The book offers the practical and proven four-step Customer Development process for search and offers insight into what makes some startups successful and leaves others selling off their furniture. Rather than blindly execute a plan, The Four Steps helps uncover flaws in product and business plans and correct them before they become costly. Rapid iteration, customer feedback, testing your assumptions are all explained in this book. Packed with concrete examples of what to do, how to do it and when to do it, the book will leave you with new skills to organize sales, marketing and your business for success. If your organization is starting a new venture, and you're thinking how to successfully organize sales, marketing and business development you need The Four Steps to the Epiphany. Essential reading for anyone starting something new. The Four Steps to the Epiphany was originally published by K&S Ranch Publishing Inc. and is now available from Wiley. The cover, design, and content are the same as the prior release and should not be considered a new or updated product.

Maintenance Systems and Documentation - Anthony Kelly 2006-07-10

Managing Systems and Documentation addresses the main systems necessary for the successful operation of a maintenance organization, such as performance control, work control and documentation. It shows how they can be modelled, their function and operating principles, and the main problems encountered in operation. It is the third of three stand-alone companion books with the aim of providing better understanding of maintenance operations, in order to identify problems and prescribe

effective solutions. This is one of three stand-alone volumes designed to provide maintenance professionals in any sector with a better understanding of maintenance management, enabling the identification of problems and the delivery of effective solutions. * The third of three stand-alone companion books, focusing on the main systems necessary for the successful operation of a maintenance organization * Covers the maintenance of plant, production and operations assets in industry and service sectors, including manufacturing, food and process engineering, minerals and mining, transport, power and IT * Includes review questions, exercises and case studies * Clearly specified objectives and learning outcomes are given for each chapter, including a route map to link each chapter to the rest of the topics covered

Business Model Generation - Alexander Osterwalder 2013-02-01

Business Model Generation is a handbook for visionaries, game changers, and challengers striving to defy outmoded business models and design tomorrow's enterprises. If your organization needs to adapt to harsh new realities, but you don't yet have a strategy that will get you out in front of your competitors, you need Business Model Generation. Co-created by 470 "Business Model Canvas" practitioners from 45 countries, the book features a beautiful, highly visual, 4-color design that takes powerful strategic ideas and tools, and makes them easy to implement in your organization. It explains the most common Business Model patterns, based on concepts from leading business thinkers, and helps you reinterpret them for your own context. You will learn how to systematically understand, design, and implement a game-changing business model--or analyze and renovate an old one. Along the way, you'll understand at a much deeper level your customers, distribution channels, partners, revenue streams, costs, and your core value proposition. Business Model Generation features practical innovation techniques used today by leading consultants and companies worldwide, including 3M, Ericsson, Capgemini, Deloitte, and others. Designed for doers, it is for those ready to abandon outmoded thinking and embrace new models of value creation: for executives, consultants, entrepreneurs, and leaders of all organizations. If you're ready to change the rules, you belong to "the business model generation!"

The Seventh Sense - Joshua Cooper Ramo 2016-05-17

NEW YORK TIMES BESTSELLER WASHINGTON POST BESTSELLER Winner of the getAbstract 17th International Book Award "The Seventh Sense is a concept every businessman, diplomat, or student should aspire to master--a powerful idea, backed by stories and figures that will be impossible to forget." -- Walter Isaacson, author of Steve Jobs and Leonardo da Vinci
Endless terror. Refugee waves. An unfixable global economy. Surprising election results. New billion-dollar fortunes. Miracle medical advances. What if they were all connected? What if you could understand why? The Seventh Sense is the story of what all of today's successful figures see and feel: the forces that are invisible to most of us but explain everything from explosive technological change to uneasy political ripples. The secret to power now is understanding our new age of networks. Not merely the Internet, but also webs of trade, finance, and even DNA. Based on his years of advising generals, CEOs, and politicians, Ramo takes us into the opaque heart of our world's rapidly connected systems and teaches us what the losers are not yet seeing--and what the victors of this age already know.

The Business Model Book - Adam J. Bock 2017-12-15

Business models are the beating heart of your firm's value proposition. Great business models drive rapid growth; bad business models can doom the most promising ventures. Brilliant Business Models clearly shows you how to create, test, adapt, and innovate successful and appropriate business models in any business context. Every company has a business model. When the business model works, the company creates value. Brilliant Business Models combines the latest research, straightforward tools and current examples to bring this surprisingly tricky topic to life. Straightforward cases from the author's research and experience highlight key lessons. This book applies a novel, life-cycle based approach to make business models relevant to your company's development stage. Your company changes over time--so should your business model. Understand how and why business models matter to your organisations success Learn how to evaluate and test business models to identify the most appropriate model Use the business model life-cycle approach to keep your business model relevant and successful. "Clever, innovative, and simple -- a must read workbook for entrepreneurs!" Charles CHEN Yidan, Co-Founder, Tencent Holdings. "Buy it. Read it. Most importantly, use it!" John Mullins, London Business School, Author of The Customer-Funded Business and The New Business Road Test. "This may well turn out to be your scrapbook for business models. An excellent resource that will get your

ideas flowing!" Shane Corstorphine, VP, Regional Growth (Global Regions) and General Manager (Americas), Skyscanner.

Visual Collaboration - Ole Qvist-Sorensen 2019-11-13

Have you ever felt stuck with methods, tools and skills that do not match the increasing complexity you are part of? Would you like to work in new ways that strengthen thinking, communication and collaboration? Visual Collaboration introduces a new and innovative way of working and collaborating that will help you successfully manage complexity for yourself, your team, and your entire organization. The method of this book unlocks any team's ability to collaborate in complex projects and processes. By using a systematic and proven approach to drawing and visualizing. Visual Collaboration is a unique visual business book that will enable you to develop visual languages to fit any scenario, create engaging and powerful questions to assist your visual process design and turn a white canvas into a visual template that can improve any meeting, project, or process. The core of the book - a practical and easy-to-follow method - THE FIVE BUILDING BLOCKS will most likely become your preferred way of working. The method is supported by plentiful examples, 4-color drawing, chapter summaries, and clearly defined learning objectives. Enjoyable and powerful, this book will help you: Use visualization as a tool to explore opportunities and challenges Translate complex concepts into easy-to-understand actions Engage employees and team members with effective strategic processes Incorporate drawing into your strategic organizational toolbox to strengthen communication and collaboration Develop and apply powerful visual literacy skills The authors, internationally-recognized experts in strategy communication and visual facilitation, have helped incorporate visual collaboration into more than 500 organizations such as LEGO, IKEA, the Red Cross, the United Nations, and many others. This book is the must-have resource for you to follow their example.

This Is Service Design Doing - Marc Stickdorn 2018-01-02

How can you establish a customer-centric culture in an organization? This is the first comprehensive book on how to actually do service design to improve the quality and the interaction between service providers and customers. You'll learn specific facilitation guidelines on how to run workshops, perform all of the main service design methods, implement concepts in reality, and embed service design successfully in an organization. Great customer experience needs a common language across disciplines to break down silos within an organization. This book provides a consistent model for accomplishing this and offers hands-on descriptions of every single step, tool, and method used. You'll be able to focus on your customers and iteratively improve their experience. Move from theory to practice and build sustainable business success.

Industrial Digital Transformation - Shyam Varan Nath 2020-11-27

Delve into industrial digital transformation and learn how to implement modern business strategies powered by digital technologies as well as organization and cultural optimization Key Features Identify potential industry disruptors from various business domains and emerging technologies Leverage existing resources to identify new avenues for generating digital revenue Boost digital transformation with cloud computing, big data, artificial intelligence (AI), and the Internet of Things (IoT) Book Description Digital transformation requires the ability to identify opportunities across industries and apply the right technologies and tools to achieve results. This book is divided into two parts with the first covering what digital transformation is and why it is important. The second part focuses on how digital transformation works. After an introduction to digital transformation, you will explore the transformation journey in logical steps and understand how to build business cases and create productivity benefit statements. Next, you'll delve into advanced topics relating to overcoming various challenges. Later, the book will take you through case studies in both private and public sector organizations. You'll explore private sector organizations such as industrial and hi-tech manufacturing in detail and get to grips with public sector organizations by learning how transformation can be achieved on a global scale and how the resident experience can be improved. In addition to this, you will understand the role of artificial intelligence, machine learning and deep learning in digital transformation. Finally, you'll discover how to create a playbook that can ensure success in digital transformation. By the end of this book, you'll be well-versed with industrial digital transformation and be able to apply your skills in the real world. What you will learn Get up to speed with digital transformation and its important aspects Explore the skills that are needed to execute the transformation Focus on the concepts of Digital Thread and Digital Twin Understand how to leverage the ecosystem for successful transformation Get to grips with various case studies spanning industries in both private and public sectors Discover

how to execute transformation at a global scale Find out how AI delivers value in the transformation journey Who this book is for This book is for IT leaders, digital strategy leaders, line-of-business leaders, solution architects, and IT business partners looking for digital transformation opportunities within their organizations. Professionals from service and management consulting firms will also find this book useful. Basic knowledge of enterprise IT and some intermediate knowledge of identifying digital revenue streams or internal transformation opportunities are required to get started with this book.

Business model generation - Alexander Osterwalder 2010

My Product Management Toolkit - Marc Abraham 2018-03-07

Why are some products a hit while others never see the light of day? While there's no foolproof way to tell what will succeed and what won't, every product has a chance as long as it's supported by research, careful planning, and hard work. -Written by successful product manager Marc Abraham, My Product Management Toolkit is a comprehensive guide to developing a physical or digital product that consumers love. Here's a sample of what you'll find within these pages: Strategies for determining what customers want-even when they don't know themselves Clear suggestions for developing both physical and digital products Effective methods to constantly iterate a product or feature Containing wisdom from Abraham's popular blog, this book explores product management from every angle, including consumer analysis, personnel management, and product evolution. Whether you're developing a product for a small start-up or a multinational corporation, this book will prove invaluable.

Seizing the White Space - Mark W. Johnson 2010

Transformational new growth remains the Holy Grail for many organizations. But a deep understanding of how great business models are made can provide the key to unlocking that growth. This text describes how companies can achieve transformational growth in new markets or, simply put, how they can seize the white space.

Business Model Canvas: a Good Tool with Bad Instructions? - Rod King 2017-03-17

Originally conceived by Alexander Osterwalder, the Business Model Canvas is widely used by entrepreneurs to document the status of their business models. In principle, the Business Model Canvas can be used as a versatile tool for discovering and solving any type of pain on the planet. However, the Business Model Canvas is sub-optimally used. The Business Model Canvas has 12 "handicaps" that constrain it as a versatile tool for Open & Multilevel Pain Solving. This book critically and deeply explores the Business Model Canvas with a view to identifying as well as fixing its handicaps. Complementary tools such as the Business Model Strip, POKER Scorecard, and POKER Canvas are suggested to be used so that the full potential of the Business Model Canvas can be realized.

Business Model Generation - Alexander Osterwalder 2010

Offers tools and techniques to systematically understand, design, and implement new business models and renovate and rework old models.

Biz4Kids - Alexander Osterwalder 2021-07-20

The Biz4Kids Comic Book tells a funny and exciting story that also conveys the fundamentals of business and entrepreneurship. When 15-years-old London Girl Anna travels to Australia on vacation little does she know that her easy-going uncle Jay is in trouble. A vicious duo of troublemakers led by a mysterious sinister figure seems to threaten Jay's beloved surf shop. Will Anna be able to solve the shop's problems and save Jay's business? Visiting different countries Anna learns more about the world of businesses and also may get a little bit closer to her dream of running an interesting and fun social media channel. But this is just where Anna and her friend's adventures begin.

The Big Pad of 50 Blank, Extra-Large Business Model Canvases and 50 Blank, Extra-Large Value Proposition Canvases - Alexander Osterwalder 2016-12-05

100 Blank, Extra Large, Tear-Out Canvases Give You More Space to Brainstorm and Strategize Millions of people use the Business Model Canvas and the Value Proposition Canvas to clearly understand customers, create better products, and grow businesses. This supplement to the bestselling books, Business Model Generation and Value Proposition Design gives you more space to scribble, brainstorm, and move sticky notes—with 50 blank, extra-large, tear-out Business Model Canvases (15" x 11" or 38cm x 28cm) and 50 blank, extra-large, tear-out Value Proposition Canvases (15" x 11" or 38cm x 28cm). The large format makes it easier to keep the creative ideas flowing, be inspired, and share your work with others. In addition to the 100 blank canvases, the two sample "learning canvases" provide trigger questions to help you learn to use each box in the canvas and jump-start progress. Whether you're

chasing down a game-changing business model or working to evaluate and refresh an old one, the highly visual, spacious design makes it easy to use the powerful centerpiece tool in Business Model Generation to lead your product, brand, or company into the next stage of growth. If you need space to think hard about your value proposition, the 50 blank Value Proposition Canvases will help you create products and services that perfectly match your customers' needs and desires. When business conversations become mired in hunches and intuitions, or you're haunted by that expensive new product launch that flopped, these canvases offer a quick way to raise the collective intelligence of your team. Tear out a blank canvas and design a powerful visual business model or value proposition based on the global bestsellers Business Model Generation and Value Proposition Design. These transformational business tools have proven themselves at all types of companies, from start-ups to such large organizations as MasterCard, 3M, Coca Cola, GE, Fujitsu, LEGO, and Philips.

Applying the Business Model Canvas - Steven Imke 2016-04

Applying the Business Model Canvas: A Practical Guide for Small Businesses is a book that was written for the entrepreneur trying to come up with a workable new business model. It teaches entrepreneurs using the Socratic Method of asking and answering questions to complete each of the 13 building blocks of the Business Model Canvas and the Value Proposition Model. Through this process, the reader will be able to turn abstract ideas into a practical business model in no time. Applying the Business Model Canvas: A Practical Guide for Small Businesses is a concise and easy to read guide packed with solid advice and examples that will help entrepreneurs refine their business ideas before they launch. This book also helps the reader avoid costly mistakes.

The Invincible Company - Alexander Osterwalder 2020-04-06

The long-awaited follow-up to the international bestsellers, Business Model Generation and Value Proposition Design Alex Osterwalder and Yves Pigneur's Business Model Canvas changed the way the world creates and plans new business models. It has been used by corporations and startups and consultants around the world and is taught in hundreds of universities. After years of researching how the world's best companies develop, test, and scale new business models, the authors have produced their definitive work. The Invincible Company explains what every organization can learn from the business models of the world's most exciting companies. The book explains how companies such as Amazon, IKEA, Airbnb, Microsoft, and Logitech, have been able to create immensely successful businesses and disrupt entire industries. At the core of these successes are not just great products and services, but profitable, innovative business models--and the ability to improve existing business models while consistently launching new ones. The Invincible Company presents practical new tools for measuring, managing, and accelerating innovation, and strategies for reducing risk when launching new business models. Serving as a blueprint for your growth strategy, The Invincible Company explains how to constantly stay ahead of your competition. In-depth chapters explain how to create new growth engines, change how products and services are created and delivered, extract maximum profit from each type of business model, and much more. New tools—such as the Business Model Portfolio Map, Innovation Metrics, Innovation Strategy Framework, and the Culture Map—enable readers to understand how to design invincible companies. The Invincible Company: ● Helps large and small companies build their growth strategy and manage their core simultaneously ● Explains the world's best modern and historic business models ● Provides tools to assess your business model, innovation readiness, and all of your innovation projects Presented in striking 4-color, and packed with practical visuals and tools, The Invincible Company is a must-have book for business leaders, entrepreneurs, and innovation professionals.

The Kindness Method - Shahroo Izadi 2019-07-09

The Kindness Method is the key to breaking unwanted habits—for good! Combining her own therapeutic style, personal experiences, and techniques learned from working in the field of substance abuse, Shahroo Izadi shares simple steps that strengthen your willpower like a muscle, allowing you to sustain your motivation and make lasting change in your life. Shahroo's completely non-judgmental process for mapping and channeling your habits is based on the principle of treating yourself with the compassion and understanding that it is often only reserved for other people. From procrastination to issues of body image, this method works by creating a custom plan—mapped by you, for you, and driven by self-motivation.

Testing Business Ideas - David J. Bland 2019-11-06

A practical guide to effective business model testing 7 out of 10 new

products fail to deliver on expectations. Testing Business Ideas aims to reverse that statistic. In the tradition of Alex Osterwalder's global bestseller Business Model Generation, this practical guide contains a library of hands-on techniques for rapidly testing new business ideas. Testing Business Ideas explains how systematically testing business ideas dramatically reduces the risk and increases the likelihood of success for any new venture or business project. It builds on the internationally popular Business Model Canvas and Value Proposition Canvas by integrating Assumptions Mapping and other powerful lean startup-style experiments. Testing Business Ideas uses an engaging 4-color format to: Increase the success of any venture and decrease the risk of wasting time, money, and resources on bad ideas Close the knowledge gap between strategy and experimentation/validation Identify and test your key business assumptions with the Business Model Canvas and Value Proposition Canvas A definitive field guide to business model testing, this book features practical tips for making major decisions that are not based on intuition and guesses. Testing Business Ideas shows leaders how to encourage an experimentation mindset within their organization and make experimentation a continuous, repeatable process.

Present Yourself - Kit Seeborg 2013-06-05

With the success of SlideShare and other online presentation sites, slide presentations have become the language of business. This practical book demonstrates how you can use this visual language to make the story of your organization, brand, or initiative effective and entertaining—and how social sharing networks like SlideShare, Prezi, and Scribd can present your story to a worldwide audience. Using real-world examples from SlideShare users, Present Yourself puts marketing principles and business trends in context to help you understand how online presentations can boost your business. The final chapter provides case studies that reveal how organizations and individuals use SlideShare to meet their needs. Learn the latest trends and technologies for visual communication in business Discover how SlideShare works, and get started with your own account Use SlideShare to plan, execute, and provide follow-up for event presentations Share your wealth of content to promote trust in your company or brand Anticipate a customer's needs with knowledge-rich content about their market Collaborate with colleagues and conduct online business research Explore how presentations can help you recruit, hire, or get hired

Running Lean - Ash Maurya 2012-02-28

Offers a systematic approach to product/market fit, discussing customer involvement, optimal time to obtain funding, and when to change the plan.

3 Minute Summary of Business Model Generation by Alexander Osterwalder - thimblesofplenty

thimblesofplenty is a group of friends who also happen to be business people and avid readers. We wanted to keep up with the latest business books but found that time was a factor. So we divided out the work and each of us took a book and summarised it for the others. We thought it might be a great idea to share these summaries with you. For a small price and a 3 minute time investment, our summary gives you some of the wisdom from the book, some food for thought and hopefully the impetus to make some time to read the whole book!

Disciplined Entrepreneurship Workbook - Bill Aulet 2017-03-16

The essential companion to the book that revolutionized entrepreneurship Disciplined Entrepreneurship Workbook provides a practical manual for working the 24-step framework presented in Disciplined Entrepreneurship. Unlocking key lessons and breaking down the steps, this book helps you delve deeper into the framework to get your business up and running with a greater chance for success. You'll find the tools you need to sharpen your instinct, engage your creativity, work through hardship, and give the people what they want—even if they don't yet know that they want it. Real-world examples illustrate the framework in action, and case studies highlight critical points that can make or break you when your goal is on the line. Exercises and assessments help you nail down your strengths, while pointing out areas that could benefit from reinforcement—because when it comes to your business, "good enough" isn't good enough—better is always better. Disciplined Entrepreneurship transformed the way that professionals think about starting a company, and this book helps you dig into the proven framework to make your business dreams a reality. Delve deeper into the 24 steps to success Innovate, persevere, and create the product people want Internalize lessons learned from real-world entrepreneurs Test your understanding with exercises and case studies The book also includes new material on topics the author has found to be extremely useful in getting the most value out of the framework including Primary Market Research, Windows of Opportunity and Triggers. The book also introduces the Disciplined Entrepreneurship Canvas to track your

progress on this journey. Starting a company is a serious undertaking, with plenty of risk and sacrifice to go around—so why not minimize the risk and make the outcome worth the sacrifice? Author Bill Aulet's 24-step framework is proven to build a successful business; the key is in how well you implement it. Disciplined Entrepreneurship Workbook helps you master the skills, tools, and mindset you need to get on your path to success.

Створюємо бізнес-модель - Ів Піньє;Александр Остервальдер

Summary of Alexander Osterwalder & Yves Pigneur's Business Model Generation - Everest Media, 2022-05-21T22:59:00Z

Please note: This is a companion version & not the original book. Sample Book Insights: #1 A business model describes the rationale behind how an organization creates, delivers, and captures value. It is like a blueprint for a strategy to be implemented through organizational structures, processes, and systems. #2 Customers are the heart of any business model. A company must make a decision about which segments to serve and which to ignore. Once this decision is made, a business model can be designed around a strong understanding of specific customer needs. #3 Business models differentiate between market segments with slightly different needs and problems. For example, a bank's retail arm may serve a large group of customers with assets of up to \$100,000, while a smaller group of affluent clients has a net worth of more than \$500,000. #4 An organization with a diversified customer business model serves two unrelated Customer Segments with very different needs and problems. For example, in 2006 Amazon. com began selling cloud computing services.

Business Model You: O Modelo de Negócios Pessoal - Clark, Tim 2012-10-16

O método de uma página para reinventar sua carreira e a si mesmo O best-seller mundial Business Model Generation: Inovação em Modelos de Negócios introduziu uma maneira visual única para resumir e criativamente debater qualquer negócio ou ideia de produto em uma única folha de papel. Business Model You: O Modelo de Negócios Pessoal usa o mesmo método poderoso de uma página para ensinar aos leitores como desenhar "modelos de negócios pessoais", que revelam novas formas de suas habilidades serem adaptadas às necessidades de mudança do mercado para revelar novas e mais gratificantes possibilidades na carreira e na vida. Produzido pela mesma equipe que criou o Business Model Generation, este livro é baseado na metodologia Business Model Canvas, que rapidamente se tornou referência mundial quando se fala de inovação. Este livro mostra ao leitor como: - Compreender o pensamento do modelo de negócios e desenhar o seu atual modelo de negócio pessoal. - Posicionar o valor de sua habilidade no mercado e definir o seu propósito. - Articular uma plano para mudança. - Criar um novo modelo de negócio pessoal harmonizado com este plano para mudança e - mais importante - a testar e a implementar esse novo modelo. - Criar um novo e efetivo modelo de negócio para a sua vida e a sua carreira. Apresentação à edição brasileira: É com grande alegria que apresentamos a edição brasileira do Business Model You. Este tema tem transformado nossas vidas, nos proporcionado o conhecimento de novos amigos, estabelecido novos marcos e ampliado o campo das possibilidades. A produção do conteúdo do Business Model You: O Modelo de Negócios Pessoal teve origem em uma comunidade via internet (vwww.businessmodelyou.com) que reuniu os principais autores do Business Model Generation, Alexander Osterwalder e Yves Pigneur, e, com a iniciativa de Tim Clark, gerou um produto direcionado para auxiliar pessoas a pensarem em suas vidas. A iniciativa reuniu 328 profissionais em 43 países. Em tempos de mudanças frenéticas, as organizações têm se deparado com concorrências antes não imaginadas, decorrentes da inovação e da globalização. Diante desse quadro, as empresas passam a contratar pessoas dentro de projetos para trabalhar por resultados e não mais por atividade, e os profissionais tornam-se empresários de si próprios. Ao mesmo tempo, amplia-se a necessidade do cultivo de uma visão empreendedora por parte dos profissionais, quer seja a sua própria carreira, quer seja a sua posição dentro do contexto organizacional. Passamos a nos engajar em empreendimentos originados por boas ideias, que geram bons projetos e que devem ser pautados pela ética para que consigam decolar dentro deste mercado complexo e competitivo. A antiga forma das relações de trabalho, que tantas vezes provocaram ansiedade nas pessoas por ser o eixo no qual se organizava a vida associativa começa a ter um fim, abrindo espaço para novas possibilidades de relacionamento da vida humana organizada. Então, como ser diferente dentro do quadro que se apresenta para as pessoas que se agrupam em torno de um objetivo comum? Como despertar a visão empreendedora

dos futuros líderes que comandarão esta sociedade em mudanças? Como resgatar o senso de ética em nossos empreendedores? Como educar os nossos jovens para essa visão desafiadora da vida? Estas têm sido algumas das perguntas que nos têm motivado nos últimos anos, promovendo uma oportunidade ou espaço que estimule a autorreflexão, a formação do caráter, o cultivo de valores, o desenvolvimento do nível de consciência que formam cidadãos empreendedores e comprometidos. Vemos alguns sentimentos predominarem entre muitos profissionais que necessitam de um apoio em sua carreira ou negócios: medo, dúvida ou descrença ocorrem eventualmente. E o que precisamos é despertar a confiança. Quando o padrão de comportamento vigente é o medo, a energia resultante é de competição e o relacionamento interpessoal é superficial, conseqüentemente, a evolução das pessoas acontece de forma isolada. Por sua vez, se o padrão for de confiança, a energia reinante será de colaboração e ocorre a coevolução entre as pessoas. O mundo está passando por constantes mudanças, onde todos os valores estão sendo questionados. Por um lado, temos uma corrida pela cultura globalizada, o ser melhor, a missão de competir e de ganhar sempre. Do outro, temos a visão de uma aldeia humana, onde resgatamos nossos valores, importando realmente o brilho de cada um, a sua contribuição e prevalecendo a colaboração. O Business Model You é um convite para que as pessoas desenvolvam uma nova percepção para o entendimento da vida em sociedade e o papel que lhes é atribuído. Não são receitas ou fórmulas de autoajuda, mas uma descoberta de processo de autorreflexão com resultados que vão além do que se pode prever. Por exemplo: o hidrogênio é inflamável, o oxigênio é respirável. Quando juntamos H e O, temos a água que é "bebível", correspondendo a uma propriedade nova, inesperada, inexplicável a partir de "inflamável" ou "respirável". Quando juntamos diferentes olhares, um novo olhar surgirá inesperado e inexplicável. Assim é a vida. O Business Model You abre essa possibilidade de encontrar outras fórmulas para a vida das pessoas. Cruzar especialidades e conhecimentos e descobrir novos significados, de uma forma simples e direta, divertida e inteligente. Diferente de outros livros voltados à orientação vocacional ou de carreira, este livro proporciona o pensamento visual e resgata a cor e o lúdico para as pessoas. Esperamos sinceramente que ele possa ser tão significativo para quem o ler, assim como foi para nós participar do seu processo de cocriação. Desejamos a todos uma ótima leitura! Maria Augusta Orofino e Renato Nobre Editores do blog bmggenbrasil.com e cocriadores junto aos demais 328 profissionais do Business Model You.

Value Proposition Design - Alexander Osterwalder 2015-01-28

The authors of the international bestseller Business Model Generation explain how to create value propositions customers can't resist Value Proposition Design helps you tackle the core challenge of every business — creating compelling products and services customers want to buy. This highly practical book, paired with its online companion, will teach you the processes and tools you need to create products that sell. Using the same stunning visual format as the authors' global bestseller, Business Model Generation, this sequel explains how to use the "Value Proposition Canvas" to design, test, create, and manage products and services customers actually want. Value Proposition Design is for anyone who has been frustrated by new product meetings based on hunches and intuitions; it's for anyone who has watched an expensive new product launch fail in the market. The book will help you understand the patterns of great value propositions, get closer to customers, and avoid wasting time with ideas that won't work. You'll learn the simple process of designing and testing value propositions, that perfectly match customers' needs and desires. In addition the book gives you exclusive access to an online companion on Strategyzer.com. You will be able to assess your work, learn from peers, and download pdfs, checklists, and more. Value Proposition Design is an essential companion to the "Business Model Canvas" from Business Model Generation, a tool embraced globally by startups and large corporations such as MasterCard, 3M, Coca Cola, GE, Fujitsu, LEGO, Colgate-Palmolive, and many more. Value Proposition Design gives you a proven methodology for success, with value propositions that sell, embedded in profitable business models."

High-Impact Tools for Teams - Stefano Mastrogiacomo 2021-03-09

Take advantage of a powerful visual management tool for teams as you work together and deliver great results. It's been used by thousands of teams for project success! 59% of U.S. workers say that communication is their team's biggest obstacle to success, followed by accountability at 29% (Atlassian). High-Impact Tools for Teams explains a simple, powerful tool that helps team leaders and members align and get clarity on exactly who is responsible for each part of the team's most important activities and projects. The tool is complemented by 4 trust add-ons that help

teams build trust and increase psychological safety, so every member can be confident in sharing ideas or concerns about obstacles the team may face. It's a proven tool for project teams, based on years of research, and thousands of teams are already using the Team Alignment Map to run effective "get-to-action meetings", give projects a good start and de-silo organizations. Co-author Alex Osterwalder is the international best-selling author who co-created the Business Model Canvas, a strategic management tool used by 1 million+ industry leaders globally. Plan as a team and know who does what Uncover and proactively remove the most likely obstacles to any project Boost team member contributions Run more effective team meetings Get more successful projects With the guidance of High-Impact Tools for Teams, you can be better prepared as a team leader or team member to plan effectively, reduce risks, and collaborate with others. Your team will be accountable and ready to deliver results!

Operating Model Canvas - Andrew Campbell 2017-03-16

The journey from strategy to operating success depends on creating an organization that can deliver the chosen strategy. This book, explaining the Operating Model Canvas, shows you how to do this. It teaches you how to define the main work processes, choose an organization structure, develop a high-level blueprint of the IT systems, decide where to locate and how to lay out floor plans, set up relationships with suppliers and design a management system and scorecard with which to run the new organization. The Operating Model Canvas helps you to create a target operating model aligned to your strategy. The book contains more than 20 examples ranging from large multi-nationals to government departments to small charities and from an operating model for a business to an operating model for a department of five people. The book describes more than 15 tools, including new tools such as the value chain map, the organization model and the high-level IT blueprint. Most importantly, the book contains two fully worked examples showing how the tools can be used to develop a new operating model. This book should be on the desk of every consultant, every strategist, every leader of transformation, every functional business partner, every business or enterprise architect, every Lean expert or business improvement champion, in fact everyone who wants to help their organization be successful. Additional content can be found on the website for the Operational Model Canvas: www.operatingmodelcanvas.com

The Business Model Canvas as a Tool of Marketing Mix - Anastazia Spajic 2021-09-09

Essay from the year 2020 in the subject Business economics - Offline Marketing and Online Marketing, grade: 1,7, University of Applied Sciences Essen, language: English, abstract: Success - a catchphrase that plays a significant role in today's society. Since success must be visible nowadays and the diligence behind it has lost importance, many entrepreneurs are under very high pressure to perform. They are therefore faced with high challenges that they have to overcome. One of the challenges is to increase the value of the company, so every entrepreneur must be clear about how much the respective company is worth. In order to run a company successfully and to achieve success automatically, it is of particular importance for company managers to have a comprehensive understanding of the functional processes of the company. In order to understand these extremely important functional processes, there is the so-called "Business Model Canvas", which can help to better understand. The Business Model Canvas acts as a planning tool, for designing new business models or for revising older business models. The planning tool was developed by Alexander Osterwalder. The concept was first introduced in the book "Business Model Generation: A Handbook for Visionaries, Game Changers, and Challengers", written by Osterwalder and co-author Yves Pigneur. In the meantime, the book has even become a bestseller, which of course speaks for the concept. The main target group of the literature are entrepreneurs, whose aim is to bring their ideas to the market as innovative, competitive projects. In the further course of this work, the Business Model Canvas will first be defined in detail and its functionality will be explained. Then another planning tool is introduced called "Marketing Mix". This is also defined and its procedure is described. This detailed description of both tools is very important to

understand their connection. The last section serves to explain why the business model canvas is a tool for creating the marketing mix.

Business Models Made Easy - Entrepreneur Press 2006-10-17

Don't Just Plan-Zero In on a Winning Business Model! Before you write a business plan, before you start marketing, before you look for funding, you should develop the most important tool in your business arsenal: a business model. A great business model sets amazing successes apart from failures. Don Debelak reveals how to create a winning business concept, develop a business plan around it, and turn it into a successful business venture. Whether you're starting a new business or looking to revitalize an existing operation, you'll learn: What a model is, why it's important, how it works and how it can improve your business How to maximize your chances of success with an easy-to-use scoring system How to use your business model to increase your chances of receiving funding Strategies for using your model to write a business plan that really works Take your business to the height of success with this can't-miss strategy.

Business Model Generation - Alexander Osterwalder 2011-08

Wir leben im Zeitalter umwälzender neuer Geschäftsmodelle. Obwohl sie unsere Wirtschaftswelt über alle Branchengrenzen hinweg verändern, verstehen wir kaum, woher diese Kraft kommt. Business Model Generation präsentiert einfache, aber wirkungsvolle Tools, mit denen Sie innovative Geschäftsmodelle entwickeln, erneuern und in die Tat umsetzen können. Es ist so einfach, ein Spielveränderer zu sein! Business Model Generation: Das inspirierende Handbuch für Visionäre, Spielveränderer und Herausforderer, die Geschäftsmodelle verbessern oder völlig neu gestalten wollen. Perspektivwechsel: Business Model Generation erlaubt den Einblick in die geheimnisumwitterten Innovationstechniken weltweiter Spitzenunternehmen. Erfahren Sie, wie Sie Geschäftsmodelle von Grund auf neu entwickeln und in die Tat umsetzen - oder alte Geschäftsmodelle aufpolieren. So verdrehen Sie der Konkurrenz den Kopf! von 470 Strategie-Experten entwickelt: Business Model Generation hält, was es verspricht: 470 Autoren aus 45 Ländern verfassten, finanzierten und produzierten das Buch gemeinsam. Die enge Verknüpfung von Inhalt und visueller Gestaltung erleichtert das Eintauchen in den Kosmos der Geschäftsmodellinnovation. So gelingt der Sprung in neue Geschäftswelten! für Tatendurstige: Business Model Generation ist unverzichtbar für alle, die Schluss machen wollen mit >business as usual<. Es ist wie geschaffen für Führungskräfte, Berater und Unternehmer, die neue und ungewöhnliche Wege der Wertschöpfung gehen möchten. Worauf warten Sie noch?

SUMMARY - Business Model Generation: A Handbook For Visionaries, Game Changers, And Challengers By Alexander Osterwalder And Yves Pigneur - Shortcut Edition 2021-06-19

* Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. By reading this summary, you will discover a thousand and one tips for designing innovative business models to develop or create your business. You will also discover : how to design a great tool to describe, study and create business models; different economic models, based on the concepts of the greatest entrepreneurship theorists; the techniques that make designing business models fun and effective; how to evaluate the best strategy for your business model; a generic process to help you create innovative business models, as well as several tips to ensure the future of your business model. Traditional companies are confronted with a new generation of ambitious entrepreneurs with increasingly innovative ideas. In today's economic landscape, the actors are multiple, leading to the death of certain models, which will be replaced by other concepts, thus perpetuating a cyclical entrepreneurial dynamic, which it is better to have the keys of understanding to make room for its business model. "Business Model" is for visionaries and innovative minds who want to reinvent the economic market of tomorrow! A business model defines the tools with which a structure creates and generates value. It is recommended to rely on nine pillars that guarantee a company's profitability. These pillars correspond to the four main dimensions of a company: its customers, its offer, its infrastructure and its financial health. *Buy now the summary of this book for the modest price of a cup of coffee!