

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

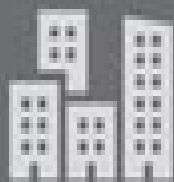
GROWTH EXPERIMENTS

Systematically develop and launch experiments to build the core growth

LEARN

PIVOT

SCALE



CUSTOMER DISCOVERY

BUSINESS MODEL

ENGINE OF GROWTH

INTRAPRENEUR
— NATION —

6 Guide Entrepreneurship Roadmap

Jack M. Kaplan, Anthony C. Warren



6 Guide Entrepreneurship Roadmap:

A Design Driven Guide for Entrepreneurs Rhea Alexander,Rose Pember,Joseph Press,Kiely Sweatt,2023-05-05 A new wave of entrepreneurs is leading a global paradigm shift towards values driven business This book empowers you to challenge the status quo and create value through its unique and adaptive approach to venture building by design Authored by a multidisciplinary team of practicing design strategists business leaders academics and entrepreneurs this hands on guide models strategic design as a mindset for starting up framing problems applying methods identifying opportunities and creating pathways forward through futures and systems thinking Carefully curated case studies of young impact driven entrepreneurs along with resources including action based frameworks diagrams and templates for founders to replicate and a reader s checklist to enable the transformation of daily practice will open new dimensions that amplify the global shift towards a more regenerative world and a multiverse of possibilities Are you ready to journey to places where ideas for products services and experiences transform how we live and work Then this guide is for you the Design Driven Entrepreneur

TOGAF® 9 Certified Study Guide - 2nd Edition Rachel Harrison,2020-06-11 The TOGAF 9 certification program is a knowledge based certification program It has two levels leading to certification for TOGAF 9 Foundation and TOGAF 9 Certified respectively The purpose of certification to TOGAF 9 Certified is to provide validation that in addition to the knowledge and comprehension of TOGAF 9 Foundation level the Candidate is able to analyze and apply this knowledge The learning objectives at this level therefore focus on application and analysis in addition to knowledge and comprehension This Study Guide supports students in preparation for the TOGAF 9 Part 2 Examination leading to TOGAF 9 Certified ,

Build Your Online Business With AI Federico Gerling ,2025-10-04 Practical guide that teaches how to start and scale a digital business using artificial intelligence Written by Federico Gerling this book breaks down the complete process from finding your niche and building a personal brand to automating marketing sales and customer service with AI tools You ll learn how to create content launch products and generate income online without technical experience or large investments With real world examples prompts and step by step exercises it transforms complex AI concepts into actionable strategies for entrepreneurs freelancers and creators ready to build profitable automated businesses in the new digital era

Entrepreneurship Guide for Beginners From Mindset to Launch and Growth Suhas,2025-11-06 Entrepreneurship Guide for Beginners From Mindset to Launch and Growth Are you ready to turn your idea into a thriving business but don t know where to start Entrepreneurship Guide for Beginners is your complete roadmap from building the right mindset to launching and growing your first venture This book breaks down the entrepreneurial journey into clear actionable steps You ll learn how to think like an entrepreneur generate and validate business ideas create a strong business model and bring your product or service to life Packed with practical strategies real world examples and growth tips it helps you move from dreamer to doer confidently and effectively Inside you ll discover How to develop an unstoppable entrepreneurial mindset

Proven methods to find and validate profitable business ideas Step by step guidance to plan launch and grow your business Essential marketing branding and customer building strategies How to manage challenges scale smartly and stay ahead in the market Whether you re a student aspiring entrepreneur or first time founder this guide will help you build a strong foundation for success from your first idea all the way to sustainable growth Start your journey today Build your mindset Launch your dream Grow your business

Disciplined Entrepreneurship Startup Tactics Paul Cheek,2024-03-27 A hands on practical roadmap to get from great idea to successful company In Disciplined Entrepreneurship Startup Tactics renowned entrepreneur and Executive Director of the Martin Trust Center for MIT Entrepreneurship Paul Cheek delivers an actionable field guide to transforming your one great idea into a functional funded and staffed startup Building on the ideas presented in the bestselling Disciplined Entrepreneurship the author delivers a startlingly complete and comprehensive set of solutions you can implement immediately to advance your company to its next stage of growth This is not a theoretical book You ll find ground level down and dirty entrepreneurial tactics like how to conduct advanced primary market research market and sell to your first customers and take a scrappy approach to building your first products that keep your firm growing These tactics maximize your impact with limited resources You ll also discover Effective marketing tactics specific to early startups that go beyond cookie cutter digital MarTech solutions Tactics for designing and testing your product concepts yourself before investing limited resources in developing a fully functional product Methods for equity distribution that minimize conflict and maximize investor return An invaluable resource for founders and entrepreneurs Disciplined Entrepreneurship Startup Tactics will also benefit any professional working at an early stage startup or launching new products looking for concrete solutions to the most common and difficult problems faced by young companies and the people who work in them

TOGAF® 9 Certified Study Guide - 3rd Edition Rachel Harrison,2016-01-01 For trainers free additional material of this book is available This can be found under the Training Material tab Log in with your trainer account to access the material The TOGAF 9 certification program is a knowledge based certification program It has two levels leading to certification for TOGAF 9 Foundation and TOGAF 9 Certified respectively The purpose of certification to TOGAF 9 Certified is to provide validation that in addition to the knowledge and comprehension of TOGAF 9 Foundation level the Candidate is able to analyze and apply this knowledge The learning objectives at this level therefore focus on application and analysis in addition to knowledge and comprehension This Study Guide supports students in preparation for the TOGAF 9 Part 2 Examination leading to TOGAF 9 Certified This third edition contains minor updates to remove references to the TOGAF 8 9 Advanced Bridge Examination¹ and also adds four bonus practice examination questions to Appendix B It gives an overview of every learning objective for the TOGAF 9 Certified Syllabus beyond the Foundation level

Handbook of Research on Entrepreneurship, Innovation, Sustainability, and ICTs in the Post-COVID-19 Era Carvalho, Luisa Cagica,Reis, Leonilde,Silveira, Clara,2021-04-30 ICT has had a huge impact on businesses and organizations in general with new business

models new marketing channels and new markets being reached using these technologies ICT can promote new strategies and enhancers to optimize various aspects of business but this technology also provides important tools that can empower social entrepreneurship initiatives to develop fund and implement new and innovative solutions to social cultural and environmental problems With the upheaval caused by the COVID 19 pandemic and its subsequent impact on the economy the methods and tools used within this field will be forever impacted ICTs and the digital economy are huge trends that will affect organizations in several dimensions such as how to communicate and improve performance Thus new perspectives and research are needed to identify the trends emerging in these fields The Handbook of Research on Entrepreneurship Innovation Sustainability and ICTs in the Post COVID 19 Era broadens the exploitation of entrepreneurship innovation and ICTs in a global approach to draw attention to multidisciplinary perspectives of these contexts and their influence in modern organizations In addition the book explores and discusses through innovative studies case studies systematic literature reviews and reports the key developments in digital entrepreneurship circular economy and digitalization digital business models digital market and internationalization digital economy trends and challenges for organizations digital entrepreneurial ecosystems IS ICT in organizations social aspects of information systems and more This book is ideally intended for business managers industry professionals entrepreneurs practitioners stakeholders researchers academicians and students looking for how business and organizations are going to shift and advance in the post COVID 19 era

Chemistry Entrepreneurship Javier García-Martínez, Kunhao Li, 2022-03-14 A groundbreaking guide to the commercialization of scientific breakthroughs in chemistry from successful entrepreneurs Chemistry Entrepreneurship is a step by step guide that is specifically devoted to understanding what it takes to start and grow a new company in the chemistry sector Comprehensive in scope the book covers the various aspects of the creation of a new chemical enterprise including the protection of the invention the business plan the transfer from the research center or university the financing the legal setup the launching of the company and its growth and exit strategies This hands on book contains the information needed to help to determine if you have what it takes to be a chemistry entrepreneur explains how to take an ideas out of the lab and into the real world reveals how to develop your burgeoning business and shows how to sustain and grow your business This much needed resource also includes interviews with founding scientists who created their own successful chemical companies This important book Provides the practical information on how to start a company based on a scientific breakthrough Offers information on the mindset it takes to become and remain successful in the marketplace Presents case studies from world renowned and highly experienced professionals who have successfully started a company Written for chemists in industry chemists materials scientists chemical engineers Chemistry Entrepreneurship is a guide for becoming a founder of a successful chemical company

Business Writing with AI For Dummies Sheryl Lindsell-Roberts, 2024-05-29 Learn how to generate high quality business documents with AI This essential guide helps business writers and other

professionals learn the strengths and weaknesses of AI as a writing assistant You ll discover how AI can help you by chopping through writer s block drafting an outline generating headlines and titles producing meaningful text maintaining consistency proofreading and editing and optimizing content for search engines Employees in all industries spend enormous amounts of energy writing editing and proofreading documents of all kinds Now you can improve your efficiency and boost the quality of your work thanks to AI writing tools like ChatGPT Jasper Grammarly and beyond With clear instructions and simple tips Business Writing with AI For Dummies guides you through the process of using AI for common business writing tasks Produce high quality specialized writing quicker and at a lower cost Use AI to draft business related content like emails articles business plans grant proposals bios websites and many others Incorporate AI into your writing process to make your workday more efficient Take advantage of AI so you can focus your human creativity on going beyond the basics For business professionals facing tight deadlines or large volumes of writing tasks this easy to use Dummies guide will be a game changer

Handbook of Research on Entrepreneurship Policy David B. Audretsch, Isabel Grilo, A. Roy Thurik, 2007 This book is a well written and handy source for readers Additionally it provides an overview of current issues relevant to the development of entrepreneurial policy which is based on interesting case studies across a number of nations Dessy Irawati International Journal of Entrepreneurial Behaviour and Research What is new in the world is the need to understand business dynamics the entry exit and growth of firms in the economy This dynamic firm structure as opposed to the static firm structure that dominated past thinking has spurred an outpouring of research The heart of the issue is that while many have identified the importance of business dynamics entry and exit we have only recently taken a closer look at the ecological system in which some companies must die for others to thrive Entrepreneurs are the predators of this system Public policy in an entrepreneurial economy dynamic must limit the forces that prevent firm exit and foster the forces that promote firm entry This book makes an important contribution to the debate Zoltan J Acs George Mason University US and Max Planck Institute of Economics Germany This unique Handbook provides a solid foundation for essential study in the nascent field of entrepreneurship policy research This foundation is initially developed via the exploration of two significant propositions underpinning the nature of entrepreneurship policy research The first is that entrepreneurship has emerged as a bona fide focus of public policy particularly with respect to economic growth and employment creation The second is that neither scholars nor policy makers are presently equipped to understand the public policy role for entrepreneurship The contributors experienced scholars specialist researchers and dynamic policy makers thus grapple with novel questions of considerable policy relevance that few have previously posed The Handbook therefore provides some of the first crucial systematic analyses of important issues and key questions to be raised in order to move entrepreneurship policy forward are also presented Written by academics and practitioners drawing examples from both North America and Europe this stimulating new Handbook is a prerequisite for students scholars and practitioners in the incipient world of entrepreneurship policy

Launch to Legacy: A Comprehensive Guide to Entrepreneurial Success Vinay Rajagopal Iyer,2024-03-08

Entrepreneurial Tapestry From Ideas to Enterprises Ms. Shinki K Pandey,2024-03-07 Embark on a transformative journey through Entrepreneurial Tapestry From Ideas to Enterprises This insightful guide unravels the intricate threads of support institutions for aspiring entrepreneurs Explore the dynamic role of the National Skill Development Corporation the strategic significance of equity participation and the impact of policies like Priority Credit and Price Preference on Small Scale Industries With rich insights and real world examples this book is a valuable resource for anyone navigating the entrepreneurial landscape

Entrepreneurship & Family Business Mr. Rohit Manglik,2023-12-23 In this book we will study about starting and managing businesses with a focus on family run enterprises

The TOGAF® Standard, 10th Edition - Business Architecture The Open Group,2022-04-26 This document is a compilation of TOGAF Series Guides addressing Business Architecture It has been developed and approved by The Open Group and is part of the TOGAF Standard 10th Edition It consists of the following documents TOGAF Series Guide Business Models This document provides a basis for Enterprise Architects to understand and utilize business models which describe the rationale of how an organization creates delivers and captures value It covers the concept and purpose of business models and highlights the Business Model Canvas™ technique TOGAF Series Guide Business Capabilities Version 2 This document answers key questions about what a business capability is and how it is used to enhance business analysis and planning It addresses how to provide the architect with a means to create a capability map and align it with other Business Architecture viewpoints in support of business planning processes TOGAF Series Guide Value Streams Value streams are one of the core elements of a Business Architecture This document provides an architected approach to developing a business value model It addresses how to identify define model and map a value stream to other key components of an enterprise s Business Architecture TOGAF Series Guide Information Mapping This document describes how to develop an Information Map that articulates characterizes and visually represents information that is critical to the business It provides architects with a framework to help understand what information matters most to a business before developing or proposing solutions TOGAF Series Guide Organization Mapping This document shows how organization mapping provides the organizational context to an Enterprise Architecture While capability mapping exposes what a business does and value stream mapping exposes how it delivers value to specific stakeholders the organization map identifies the business units or third parties that possess or use those capabilities and which participate in the value streams TOGAF Series Guide Business Scenarios This document describes the Business Scenarios technique which provides a mechanism to fully understand the requirements of information technology and align it with business needs It shows how Business Scenarios can be used to develop resonating business requirements and how they support and enable the enterprise to achieve its business objectives

Patterns of Entrepreneurship Management Jack M. Kaplan,Anthony C. Warren,2009-08-24 This third edition prepares entrepreneurs for the rewards and

pitfalls of this career choice It explores a new theme on how to effectively manage a start up company Focus on Real Entrepreneurs sections highlight how entrepreneurs position their companies to meet the various marketing financial and technological challenges Management Track sections present key management issues while following the development of a real company Entrepreneurs will also find real situations and examples on which they can practice the broad range of skills required to start and build a company in today s complex world

Avoiding Skewed Entrepreneurial Strategies Ron Beilin,Paul DelFino,2013-04-08 This short guide was designed to help small business owners maintain a sound strategic perspective Each chapter is essentially an introduction to a specific type of strategic thinking Our goal is to help small business owners avoid common pitfalls and take advantage of opportunities that are frequently missed Our approach is based on the most important lesson we ve learned as consultants most entrepreneurs already know everything they need to know about their businesses They simply need to apply their knowledge in the most productive way possible which generally involves someone asking them the right questions This book covers 6 core topics Growth Budgeting Pricing Sales and Self evaluation Compensation Transition Planning Author Bio Ron Beilin and Paul Delfino are Opportunity Inc With over 70 years of experience in service technology and manufacturing enterprises we have worked with hundreds of entrepreneurs to focus them on goal attainment We understand that assisting ownership in establishing and achieving attainable goals is our mission

Empathic Entrepreneurial Engineering David Fernandez Rivas,2022-08-22 How can empathy and persuasiveness help us become better professionals and address society s big issues You can find the answers in this guide to solving problems based on stories from scientists and company founders

The Entrepreneur's Guide to Successful Leadership Dan Goldberg,Don Martin,2008-10-30 It s one thing to come up with a good business idea and quite another to marshal the people money and other resources entrepreneurs need to make the dream a successful reality That s why most businesses fail within the first two years The Entrepreneur s Guide to Successful Leadership helps budding moguls make it out of the toddler phase of entrepreneurship and into adolescence and adulthood with confidence A concise and practical guide to leading smaller enterprises the book is based on a proven nine step model of effective leadership developed by Dan Goldberg the founder of the For Eyes optical chain and entrepreneur and educator Don Martin Step by step readers learn what real leadership looks like and how to lead and grow the successful enterprise Creating a vibrant business starts with understanding who you are say the authors and then coming up with a vision mission and strategy That s the easy part The hard part is to execute the strategy in line with your dreams while using effective ethical tactics to establish the business and prosper Seasoned hands the authors make that job easier while helping entrepreneurs understand what makes employees tick and helping them become their productive best The hard work not only gets easier say the authors it pays off as entrepreneurs watch their fledgling businesses take graceful flight This book is a treasure chest that provides key insights and methods in the form of real life stories humor strategies techniques exercises checklists templates and other resources

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6 Guide Entrepreneurship Roadmap Introduction

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