

THE 9 STEP CORPORATE ENTREPRENEURSHIP ROADMAP

1



VISION & TEAM
Cross-functional team, big
big, ambitious goal

2



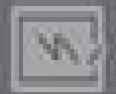
MARKET & CUSTOMER
Segment the market. Zero in on
the early adopters

3



PROBLEMS & OPPORTUNITIES
Get deep insights into customer
needs, pain, challenges, goals and
values

4



SKETCH
Sketch your solution. Get
right, structured feedback
from the target market

5



VALUE PROPOSITION
Develop and deliver your
core marketing message

6



CHANNELS, REVENUES & COSTS
Develop the financial and
distribution models

7



MVP
Get buyers. Focus on learning
not selling. Possibly get paid
for paying customers

8

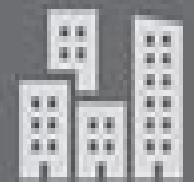


INNOVATION ACCOUNTING
Track the leading metrics that
are predictors of growth

9



GROWTH EXPERIMENTS
Systematically develop and
launch experiments to build the
desired growth



SCALE

PIVOT

LEARN

INTRAPRENEUR
— NATION —

CUSTOMER DISCOVERY

BUSINESS MODEL

ENGINE OF GROWTH

Entrepreneurship Roadmap 2026 Guide

JR Anderson



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Entrepreneurship and Sustainable Business Development Ruchi Khandelwal, Deepa Kapoor, Nidhi Gupta, Neha Gupta, 2025-09-23 This new volume discusses contemporary issues facing entrepreneurs and businesses in high growth economies in the digital age focusing on the integration of entrepreneurship and sustainability offering a proactive approach to addressing global challenges creating value for society and ensuring the long term viability of businesses The authors contend that entrepreneurs who embrace sustainability contribute to a more resilient and responsible economic landscape With this in mind the book focuses on sustainable development in marketing finance human resource management operations family business and other cross functional areas for business excellence Each chapter delves into distinct dimensions of this transformative journey shedding light on the innovation entrepreneurship emerging ecosystem and ethical considerations that accompany the widespread insights on sustainable business development

Insights on the Business Climate in Uzbekistan OECD, 2023-05-17 Addressing barriers to private sector development has been a long standing ambition of the government of Uzbekistan with an extensive programme of reforms that began in 2017 redoubling efforts to foster the growth of a more competitive and productive population of private sector firms

Uzbekistan needs a more dynamic and innovative private sector if it is to meet the challenges and seize the opportunities of the green and digital transitions which create a new impetus for accelerating these reforms The 2nd International Conference on Innovation of Emerging Information and Communication Technology Asadullah Shaikh,Uffe Kock Wiil,Abdullah Alghamdi,Qing Tan,2025-07-21 This book presents the proceedings of the 2nd International Conference on Innovation of Emerging Communication and Information Technology ICIEICT 2024 which took place October 20 23 2024 in Casablanca Morocco The conference is devoted to communication computer science electrical and electronics engineering telecommunication engineering and information technology The conference is intended to provide a forum for research scientists engineers educators and practitioners throughout the world to learn share knowledge publish and disseminate the most recent innovations and developments ideas and applications in all fields of science technology and information technology **Roadmap to Success: Careers after Class 12** Dr. Kamal Goyal,Dr. Kamal Upreti,Dr. Puja Kumari,2025-03-17 Choosing the right career path is one of the most significant decisions in a young person s life and the importance of this decision extends far beyond just securing a job It shapes one s future defines potential opportunities and influences personal satisfaction This book Roadmap to Success Careers After Class 12 aims to serve as a comprehensive guide for students parents counselors and educators providing the information necessary to make informed and confident career choices Today s students have a wide range of career options to explore from the conventional streams of science commerce and arts to emerging fields such as digital marketing AI and sustainability With so many possibilities the journey of career planning can often feel overwhelming This book was created to help students navigate this journey in a structured manner providing a clear overview of the opportunities within each stream the skills required and the paths that lie ahead We begin by guiding students through a self assessment process to understand their interests strengths and values This foundational step helps ensure that their career choices are not only aligned with their capabilities but also resonate with their personal aspirations We then provide an in depth look into different career streams including traditional fields like medicine engineering business and law as well as non traditional and creative careers that are gaining prominence in today s world The book also delves into the growing importance of digital and tech based careers sustainability and skill based vocations These fields represent the future of work and it is crucial for young minds to be aware of the evolving landscape and understand the myriad possibilities they hold We also provide practical guidance on higher education vocational training studying abroad gaining experience through internships and building meaningful professional networks To support decision making we present various frameworks case studies of successful professionals and tools for navigating parental and peer pressure Additionally we address frequently asked questions and provide troubleshooting tips to help students and parents deal with uncertainties or changes in career direction Ultimately our aim is to empower students to take control of their futures equipping them with the knowledge and tools needed to build a fulfilling career This book is not just about presenting

career options it is about helping students envision their future explore the possibilities and make decisions that align with who they are and who they aspire to be We sincerely hope that this book serves as a trusted companion in the career planning journey and inspires students to shape a future filled with purpose and passion

OECD Investment Policy Reviews: Morocco 2024 (Abridged version) OECD,2024-11-04 This second OECD Investment Policy Review of Morocco assesses Morocco s domestic and foreign investment climate as well as the challenges and opportunities facing the Government of Morocco in its reform efforts The review draws on the OECD Policy Framework for Investment the OECD FDI Qualities Policy Toolkit the OECD Guidelines for Multinational Enterprises and other instruments under the responsibility of the OECD Investment Committee It explores the trends and impacts of foreign direct investment on Morocco s economy and society It analyses the legal and institutional framework for investment as well as measures to promote responsible business conduct The review also focuses on how investment can support two priority levers of development in Morocco regional development and digitalisation

Subject Guide to Books in Print ,1984 Costa Rica International Monetary Fund. Western Hemisphere Dept.,2024-06-14 Recent developments and outlook Growth accelerated to 5.1 percent in 2023 and is projected to remain robust at 4 percent in 2024 Inflation year on year has stayed negative since mid 2023 triggering Board Consultation under the Monetary Policy Consultation Clause However as base effects drop out of the year on year calculation headline inflation is expected to return to the central bank s tolerance band 2.4 percent by late 2024 Formal employment private sector wages and poverty are all moving in the right direction

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