

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 solution. Get rapid, structured feedback from the target market

5

VALUE PROPOSITION
Develop and validate your core marketing message

6

CHANNELS, REVENUES & COSTS
Develop the business and distribution models

7

MVP
Get users. Focus on learning not selling. Iterate, get your fit with paying customers

8

INNOVATION ACCOUNTING
Track the leading metrics that are predictors of growth

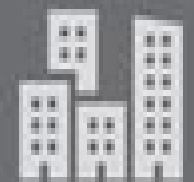
9

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

Jianjun Gao



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