

THE

9

STEP CORPORATE

ENTREPRENEURSHIP ROADMAP



VISION &amp; TEAM

Cross-functional teams, big  
help, additional goals

1

PROBLEMS &amp; OPPORTUNITIES

Can ideas reach the customer?  
What pain, challenge, goal and  
value?

2

MARKET &amp; CUSTOMER

Segment the market. Zero in on  
the early adopters.

3



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 &amp; 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

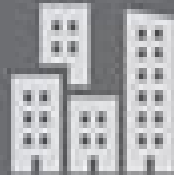
GROWTH EXPERIMENTS

Systematically develop and  
launch experiments to build the  
desired growth.

LEARN

PIVOT

SCALE

INTRAPRENEUR  
— NATION —

CUSTOMER DISCOVERY

BUSINESS MODEL

ENGINE OF GROWTH

# Entrepreneurship Roadmap 2026 Guide

**M Mark**



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