



Business Model You

Naam:

Datum:

Bedrijf/Opleiding:

Wie jou helpt (Key partners)

Wie helpt je om waarde voor anderen te creëren? Wie help je er toe?

Zijn er partijen die activiteiten en resources leveren?

Waarom en zijn die het kunnen?

Key partners kunnen zijn:

- Leveranciers
- Distributie
- Leveringsnetwerk
- Officiële partners
- Mediators
- Concurrenten
- Samenwerkingsverbanden
- Mediators, adviseurs



Wat je doet (Key activiteiten)

Welke activiteiten moet je (dag) elke dag uit voeren om je onderscheid van anderen?

Welke activiteiten heb je nodig voor je Toegevoegde Waarde?

Welke activiteiten heb je nodig voor je relaties met klanten?

Wat zijn de kritische processen om te volgen?

- Kwaliteit leveren, leveren, leveren (kwaliteit etc.)
- Verkopen (ontwikkelen, verspreiden, best etc.)
- Innovatieve oplossingen leveren, organiseren etc.



Hoe je helpt (Toegevoegde waarde)

Welke toegevoegde waarde lever je aan anderen? Welke problemen los je op?

Beschrijf de voordelen die anderen van jou krijgen

Wat lever je toegevoegde waarde voor anderen?

- Innovatievoering
- Lage prijs kosten
- Verlagen van risico's of gebrek aan
- Verbetere performance
- Redding van tijd of kosten van concurrenten
- Innovatieve nieuwe producten, services, tools etc.
- Innovatie aan andere toevoegen



Hoe jouw interactie plaats vindt (Klantrelaties)

Welke relaties verwachtten anderen van jou en hoe wil je ze onderhouden?

Beschrijf de huidige relaties

Wat leveren klanten jou?

- Persoonlijke aandacht
- De afname van risico's en kosten
- Verlagen van operationele kosten
- Creativiteit
- Het leveren of goedmaken van
- etc.



Wie jij helpt (Klantsegmenten)

Voor wie vraag je waarde toe?

Wie is je belangrijkste marktsegment?

Wie is afhankelijk van jou toegevoegde waarde om erop voort te gaan?

Wie zijn de klanten van je klanten?



Wie je bent & wat je hebt

(Key resources)

Wat moet je heb om te kunnen bestaan?

Wat heb je voordeel?

Wat is primair nodig te doen met

1) Mensen 2) informatie 3) systemen

kanalen/kanalen?

Beschrijf een aantal van je vermogens (talenten) en een aantal vaardigheden (competenties) (gedrag)

Welke andere resources heb je nog meer?

Kennissen, reputatie, ervaring, sociale mogelijkheden



Hoe ze je kennen & hoe je levert (Kanalen)

Via welke kanalen willen anderen bereikt worden?

Hoe bereikt je je toe?

Welke kanalen werken het beste?

Wat kost?

- 1. Directe: via welke manier willen anderen je?
- 2. Indirect: via welke manier willen anderen je?
- 3. Indirect: via welke manier willen anderen je?
- 4. Indirect: via welke manier willen anderen je?
- 5. Indirect: via welke manier willen anderen je?
- 6. Indirect: via welke manier willen anderen je?



Wat je geeft (Kosten)

Wat geef je aan je waarde toe? (Wat geef je energie aan?)

Wat geef je aan je waarde toe? (Wat geef je energie aan?)

Welke key activiteiten zijn het kunnen?

Wat zijn de kosten van het kunnen en welke kosten?

Cost structure:

Directe, indirecte, kosten van productieactiviteiten

Wat is de kosten van het kunnen en welke kosten?

Cost structure:

Wat is de kosten van het kunnen en welke kosten?

Wat is de kosten van het kunnen en welke kosten?



Wat je krijgt (Inkomsten en benefits)

Via welke waarde willen je klanten betalen?

Waar betalen ze nu voor?

Waar betalen ze nu? Waar willen ze betalen?

Beschrijf inkomsten en benefits

Cost structure:

Directe, indirecte, kosten van productieactiviteiten

Cost structure:

Wat is de kosten van het kunnen en welke kosten?

Wat is de kosten van het kunnen en welke kosten?



Business Model You

**Timothy Clark, Alexander
Osterwalder, Yves Pigneur, Bruce
Hazen, Alan Smith**

Business Model You:

Business Model You Timothy Clark, Alexander Osterwalder, Yves Pigneur, 2012-08-28 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

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