



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 instanties
- Medewerkers
- Samenwerkende partijen
- Samenwerkende partijen



Wat je doet (Key activiteiten)

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

Welke activiteiten heb je nodig voor je toegevoegde waarde?

Welke activiteiten heb je nodig voor je relaties met klanten?

Welke activiteiten leveren waarde voor jou?

- Materieel leveren, verspreiden, verspreiden (verpakken, etc.)
- Technisch ondersteunen, ontwikkelen, testen, etc.
- Organisatorische ondersteuning, financieel ondersteunen, 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?

- Innovatieve oplossingen
- Lage prijs
- Betrouwen van klanten of partners van
- Betrouwen van klanten
- Betrouwen van klanten of partners van
- Betrouwen van klanten of partners van
- Betrouwen van klanten of partners van



Hoe jouw interactie plaats vindt (Klantrelaties)

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

Beschrijf de huidige relaties

Wat lever je toegevoegde waarde voor anderen?

- Persoonlijke relaties
- Via online via social media, etc.
- Via online via social media, etc.
- Via online via social media, etc.
- Via online via social media, etc.
- Via online via social media, etc.
- Via online via social media, etc.



Wie jij helpt (Klantsegmenten)

Voor wie vraag je waarde aan?

Wie is je belangrijkste klantsegment?

Wie is afhankelijk van jou toegevoegde waarde om te kunnen leven?

Wie zijn de klanten van je klanten?



Wie je bent & wat je hebt (Key resources)

Wat moet je hebben om je waarde te creëren?

Wat moet je hebben om je waarde te creëren?

Wat is primair nodig te doen met

1) Mensen 2) Technologieën 3) Systemen

Wat lever je toegevoegde waarde voor anderen?

Beschrijf een aantal van je vermogens (talenten) en wat lever je toegevoegde waarde voor anderen?

Welke andere resources heb je nodig voor

betreft, relaties, ervaring, sociale mogelijkheden



Hoe ze je kennen & hoe je levert (Kanalen)

Via welke kanalen willen anderen bereikt worden?

Waar bereikt je je toe?

Welke kanalen werken het beste?

Wat lever je toegevoegde waarde voor anderen?

- Directe: via online via social media, etc.
- Directe: via online via social media, etc.
- Directe: via online via social media, etc.
- Directe: via online via social media, etc.
- Directe: via online via social media, etc.
- Directe: via online via social media, etc.
- Directe: via online via social media, etc.



Wat je geeft (Kosten)

Wat geef je aan je waarde te creëren? (Wat geef je energie aan?)

Wat geef je aan je toegevoegde waarde te creëren? (Wat geef je energie aan?)

Welke key activiteiten zijn het kunnen?

Wat lever je toegevoegde waarde voor anderen?

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Wat lever je toegevoegde waarde voor anderen?



Wat je krijgt (Inkomsten en benefits)

Wat lever je toegevoegde waarde voor anderen?

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Wat lever je toegevoegde waarde voor anderen?

Wat lever je toegevoegde waarde voor anderen?



Business Model You

DP Hallahan



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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