

Business Canvas Model II

<p>Key Partnerships Important Tasks/ activities (not to be performed by you) List and delegate</p>	<p>Key Activities Unique business activities</p>	<p>Unique Value Proposition Why these customers will buy from you? (for each customer segment) i.e. why you are different and worth paying attention?</p>	<p>Customer Relationships How will you GET (Acquisition), KEEP (Retention) and GROW (Referrals) your customers i.e., AAARRR.</p>	<p>Customers Segments Who are your customers? List your target Customers/ Users</p>
	<p>Key Resources (Assets) Key strategic resources a) Physical (M/c), b) Intellectuals (IPRs), c) Human and d) Finances etc.</p>		<p>Channels How your product(s) will be delivered into the market? List your path to Customers (Inbound or Outbound)</p>	
<p>Cost Structure Major cost incurred by your business.</p>		<p>Revenue Streams How will your business earn money?</p>		