



## KEY PARTNERS

Who are the key partners and suppliers? What are the key resources we are acquiring from them? What are the key activities that they perform?



## KEY ACTIVITIES

What are the key activities that our value propositions require?



## VALUE PROPOSITIONS

What value do we deliver to customers? Which problems are we solving? What products are we offering?



## CUSTOMER RELATIONSHIPS

What type of relationship do customers expect? Which ones do we have established?



## CUSTOMER SEGMENTS

For whom are we creating value? Who are our most important customers?



## KEY RESOURCES

What key resources do our value propositions require?



## CHANNELS

Through which channels do our customers want to be reached? How are we reaching them now? Which are the most efficient channels?

## COST STRUCTURE



What are the most important costs in our business model? Which key resources and/or activities are most expensive?

## REVENUE STREAMS



For what value are our customers willing to pay? For what do we currently pay? How would they prefer to pay?

OSTERWALDER & PIGNEUR 2010

# BUSINESS MODEL DEVELOPMENT

FOR SOCIALLY ORIENTED FIRMS STARTING TO CONCRETISE A BUSINESS IDEA

# Business Model Development

**Lingsheng Yao**



## **Business Model Development:**

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