

# Unit Economics: A Complete Guide

## Understanding Unit Economics

- Evaluates profitability of a single unit of product/service.
- Crucial for assessing business model viability and sustainability.

## Defining the "Unit"

- Varies by business model: customer, order, subscription, product, contract, seat, property.
- Focuses on revenue and costs associated with each unit.

## Key Metrics for Unit Economics

- Customer Acquisition Cost (CAC)
- Average Revenue Per User/Customer (ARPU/ARPC)
- Lifetime Value (LTV)
- Cost to Serve (CTS)
- Margin
- Payback Period
- LTV: CAC Ratio

## Additional Metrics for Nuanced Insights

- Retention Rate
- Churn Rate
- Expansion Revenue/MRR
- Net Revenue Retention (NRR)
- Gross Margin
- Activation Rate
- Break-Even Point
- Frequency



# Economics Unit Lesson Key

**C Cleary**

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