

Classifying your business using the multi-factorial approach (page 66-77)

(Self-study 1)

Learning Goals

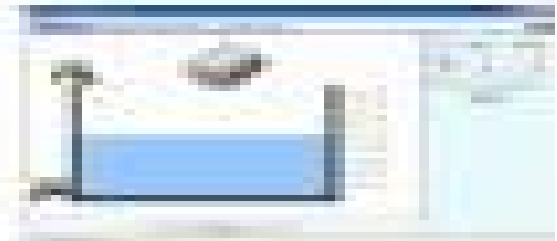
Business Model Canvas

- Compare and contrast the business model canvas with other business models
- Explain the elements and how to build a business model through the business model canvas
- Predict the success (potential) of a business with a given set of business model elements

Business Model Canvas (BMC) and Business Model Innovation (BMI)

1. What is the BMC and how can you use the canvas to develop an idea?

- Explain a business model canvas - including using the portfolio matrix to filter business models
- Explain how the business model canvas can be used to filter ideas



2. How can you identify business models?

- Compare and contrast business models of the coffee shop with other types of products in Australia and elsewhere

- **Business Model Canvas - Coffee Shop**
- **Value Proposition: Coffee**
- **Channels: via Retailer - Café**
- **Customer Relationships: Café**
- **Cost Structure: Café**
- **Revenue: via Retailer - Café**

- Explain a business model canvas of the coffee shop - using the portfolio matrix to filter ideas and explain why your business model works

- Explain the reasons why your business model works - all the key elements of the business model
- Explain how a business model canvas can be used to filter ideas and to generate ideas for new business models
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