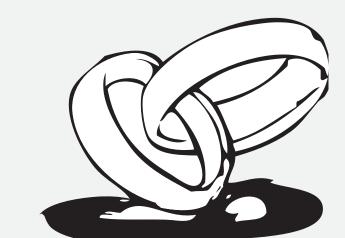
Designed for:

Designed by:

Iteration:

Key Partners

Acquisition of particular resources and activities



Who are our Key Partners? Who are our key suppliers? Which Key Resources are we acquiring from partners? Which Key Activities do partners perform?

Key Activities

What Key Activities do our Value

Our Distribution Channels?

Learner Relationships?

require?



What value do we deliver to the learner? Which one of our learner's problems are we helping to solve? Which learner needs are we satisfying?

Value Propositions

Performance Customization "Getting the Job Done"

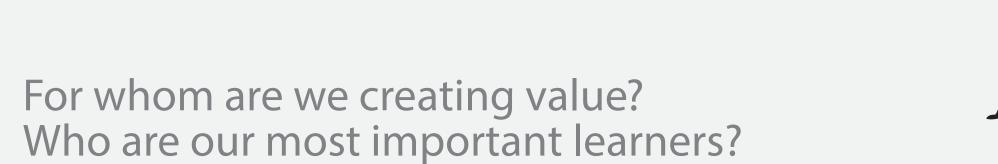
Learner Relationships ()



What type of relationship does each of our Learner Segments expect us to establish and maintain with them? Which ones have we established? How are they integrated with the rest of model? How costly are they?

Personal assistance Dedicated Personal Assistance

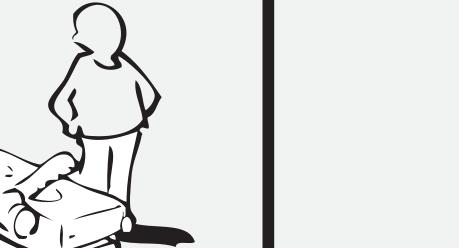
Learner Segments



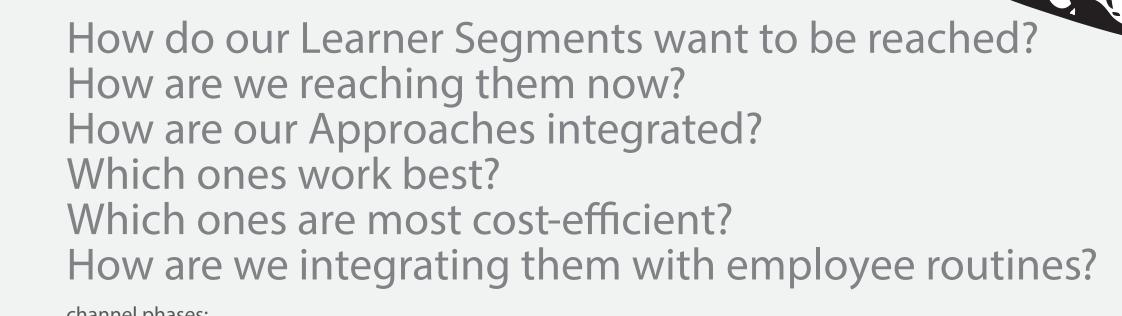
Key Resources



What Key Resources do our Value Propositions require? Revenue Streams? Our modes? Learner Relationships?



Approaches

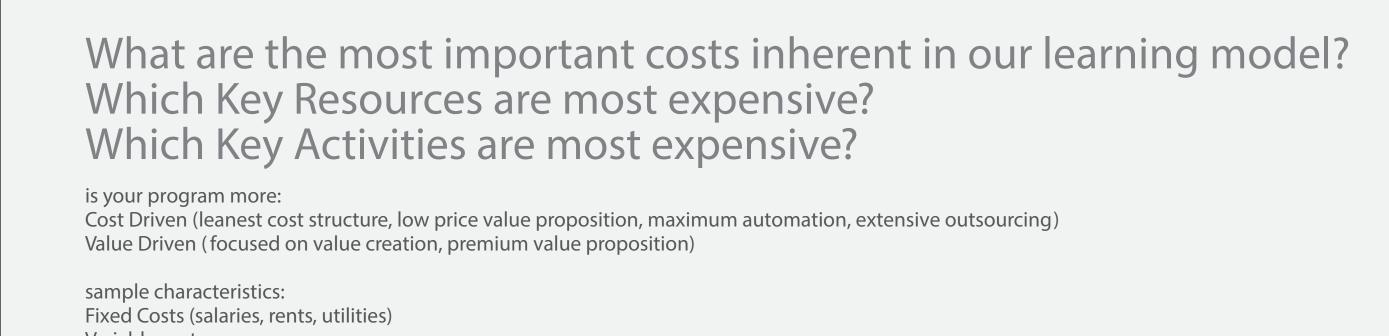


How do we help learners evaluate the Value Proposition? How is the value propostion delivered How do we help learners perform?

How do we provide support?

Cost Structure

Economies of scale Economies of scope





Revenue Streams/Revenue Saving

How does it saving money and time? How could could it create revenue?

