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Yves Pigneur
Greg Bernarda
Alan Smith

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**Patrick van der Pijl, Justin Lokitz, Lisa
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The Business Model Navigator ePub eBook Oliver Gassmann, Karolin Frankenberger, 2014-11-11 A strong business model is the bedrock to business success. But all too often we fail to adapt, clinging to outdated business models that are no longer delivering the results we need. The brains behind The Business Model Navigator have discovered that just 55 business models are responsible for 90% of our most successful businesses. These 55 models, from the Add On model used by Ryanair to the Subscription model used by Spotify, provide the blueprints you need to revolutionise your business, spark innovation and drive powerful change. As well as providing a practical framework for adapting and innovating your business model, this book also includes each of the 55 models in a quick read format that covers: What it is, Who invented it and who uses it now, When and how to apply it. The full text downloaded to your computer. With eBooks you can search for key concepts, words and phrases, make highlights and notes as you study, share your notes with friends. eBooks are downloaded to your computer and accessible either offline through the Bookshelf app available as a free download, available online and also via the iPad and Android apps. Upon purchase you will gain instant access to this eBook. Time limit: The eBooks products do not have an expiry date. You will continue to access your digital eBook products whilst you have your Bookshelf installed.

Logistics and Supply Chain Management ePub eBook Martin Christopher, 2013-07-25 Effective development and management of a supply chain network is an invaluable source of sustainable advantage in today's turbulent global marketplace where demand is difficult to predict and supply chains need to be more flexible as a result. This updated 4th edition of the bestselling Logistics and Supply Chain Management is a clear-headed guide to all the key topics in an integrated approach to supply chains, including: The link between logistics and customer value, Logistics and the bottom line, measuring costs and performance, Creating a responsive supply chain, Managing the global pipeline, Managing supply chain relationships, Managing risk in the supply chain, Matching supply and demand, Creating a sustainable supply chain, Product design in the supply chain.

The Momentum Effect ePub Jean-Claud Larreche, 2013-10-03 One of the most frequent challenges that managers and executives face today is: How do I keep on growing and at the same time make a profit? Based on the author's extensive research on over 350 Fortune 1000 Firms, The Momentum Effect proves that the old method of spending big on marketing and slashing the manufacturing costs doesn't work anymore. Instead, it provides new evidence to show that in order to achieve profitable growth, you have to create new value for customers through innovation, ingenuity and most importantly, by seeing things from a customer perspective. This strategy generates a positive reinforcing momentum which leads to further growth. Why limit your business growth? With Momentum, you won't have to.

Value Proposition Design Alexander Osterwalder, Yves Pigneur, Greg Bernarda, Alan Smith, 2015-02-09 Bisher zur Produktentwicklung gibt es viele. Dennoch ist die Quote an Flops immens. Mit Alexander Osterwalders Value Proposition Design, was das nicht passiert. Der Erfinder von Business Model Generation liefert die kreative Bauanleitung für innovative Produkte. Sein Ziel: Schluss mit

sinnlosen Dingen die keiner will Mit Osterwalders bew hrtem Canvas Konzept entsteht spielerisch die perfekte Passform zwischen Produkt und Kunde Praxisorientiert zeigt das Buch wie aus der Idee ein Must have wird Ein Onlineservice mit Tools Tests und Fallstudien sowie die Schnittstelle zur Business Model Generation Community erg nzen das Powerpaket Der neue Osterwalder mit Haben wollen Effekt **Value Proposition Design** ,2014 **Value Proposition Design** ,2014 **Value proposition design** Alexander Osterwalder, **Interventions for Addiction** ,2013-05-20 Interventions for Addiction examines a wide range of responses to addictive behaviors including psychosocial treatments pharmacological treatments provision of health care to addicted individuals prevention and public policy issues Its focus is on the practical application of information covered in the two previous volumes of the series Comprehensive Addictive Behaviors and Disorders Readers will find information on treatments beyond commonly used methods including Internet based and faith based therapies and criminal justice interventions The volume features extensive coverage of pharmacotherapies for each of the major drugs of abuse including disulfiram buprenorphine naltrexone and others as well as for behavioral addictions In considering public policy the book examines legislative efforts price controls and limits on advertising as well as World Health Organization WHO efforts Interventions for Addiction is one of three volumes comprising the 2 500 page series Comprehensive Addictive Behaviors and Disorders This series provides the most complete collection of current knowledge on addictive behaviors and disorders to date In short it is the definitive reference work on addictions Includes descriptions of both psychosocial and pharmacological treatments Addresses health services research on attempts to increase the use of evidence based treatments in routine clinical practice Covers attempts to slow the progress of addictions through prevention programs and changes in public policy **Value Proposition Design Using the Value Proposition Canvas** Travis Lesser,2021 **Value Process, Value Proposition** ,2010 **Managing Value Propositions in Service Ecosystems** Julian Boha,2020-09-08 Julian Boha explores value propositions in ecosystems as they play an important role in communicating how a company aims to provide value to business partners and customers Value propositions are used in our everyday language yet the concept remains ambiguous as there is a lack of empirical evidence about value propositions and their formal development process The author provides a much needed understanding of value propositions within the context of ecosystems and offers tools to systematically create value propositions and orchestrate ecosystems to foster innovation Further this book advances to the current understanding of value propositions and their application in the context of innovative ecosystems **Design a Better Business** Patrick van der Pijl,Justin Lokitz,Lisa Kay Solomon,2016-11-04 This book stitches together a complete design journey from beginning to end in a way that you ve likely never seen before guiding readers you step by step in a practical way from the initial spark of an idea all the way to scaling it into a better business Design a Better Business includes a comprehensive set of tools over 20 total and skills that will help you harness opportunity from uncertainty by building the right team s and balancing your point of view against new findings from the outside world

This book also features over 50 case studies and real life examples from large corporations such as ING Bank Audi Autodesk and Toyota Financial Services to small startups incubators and social impact organizations providing a behind the scenes look at the best practices and pitfalls to avoid Also included are personal insights from thought leaders such as Steve Blank on innovation Alex Osterwalder on business models Nancy Duarte on storytelling and Rob Fitzpatrick on questioning among others

Value Proposition Design Alex Osterwalder, Yves Pigneur, Greg Bernada, Alan Smith, 2019-09-15

Memulai suatu bisnis memang tidak mudah namun bukan berarti mempunyai bisnis adalah hal yang mustahil untuk dilakukan Kita dapat menjadi pebisnis muda walaupun memiliki pengalaman yang belum banyak Tidak jarang juga nih kita yang memang masih muda suka banyak banget ide bisnis di kepala kita Namun bingung banget bagaimana cara menyalurkan ide bisnis yang kita punya Logikanya memang membayangkan itu mudah namun membuatnya jadi nyata itu yang sulit Tenang buku Value Proposition Design akan membantu Anda dalam merealisasikan ide bisnis Buku ini ditulis oleh Alexander Osterwalder yang dibantu oleh lebih dari 60 orang yang sebelumnya terpilih untuk baca naskah dari buku ini sebelum diterbitkan 60 orang tersebut ikut berkontribusi mengulas ide buku mengoreksi dan membetulkan kekurangan yang ada di buku ini Keren Buku ini membahas 3 alat bantu yang bantu mengeksekusi ide bisnis Paulina Dewanti Editor Elex Media Komputindo menjelaskan dalam buku Value Proposition Design disebutkan ada 3 alat bantu dalam merealisasikan ide bisnis yang kita punya Pertama adalah Kanvas Model Bisnis yang mana ini bisa menciptakan nilai yang pas untuk konsumen atau target pasar kita girls Kedua ada Lingkungan Model Bisnis yang bantu kita mengerti konteks tempat kita menciptakan nilai bagi pelanggan Dan yang ketiga adalah Kanvas Proposisi Nilai yang bantu kita mendesain dan menguji proposisi nilai tentang apa yang pelanggan inginkan Tidak ketinggalan juga soal bagaimana kita harus terus berevolusi dan berinovasi agar bisnis kita bisa tetap relevan dengan tren yang terjadi saat ini Itu hanya penjelasan singkat soal cara merealisasikan ide bisnis untuk mengetahui cara mengembangkan bisnis secara lengkap Anda bisa membaca buku ini yang bisa Anda dapatkan di Gramedia

Sinopsis Cara menciptakan produk dan jasa yang diinginkan pelanggan mulailah dengan Value Proposition Design Value Proposition Design akan membantu Anda untuk sukses dalam 1 Memahami pola dari penciptaan nilai Susun informasi mengenai apa yang diinginkan pelanggan secara sederhana sehingga pola penciptaan nilai dapat terlihat dengan mudah Hasilnya Anda akan merancang proposisi nilai dan model bisnis menguntungkan yang secara langsung tertuju pada tugas kesulitan dan keuntungan pelanggan Anda yang paling mendesak dan penting 2 Memberdayakan pengalaman dan kemampuan tim Anda Perlengkapi tim Anda dengan bahasa bersama untuk menghadapi percakapan yang tak jelas ujung pangkalnya Jadikan percakapan lebih strategis latih kreativitas dan jadikan semuanya beriringan Hal ini akan membuat rapat menjadi lebih menyenangkan penuh semangat dan menciptakan hasil yang dapat ditindaklanjuti Bukan sekadar teknologi produk dan fitur tetapi juga lebih menuju kepada **PENCIPTAAN NILAI** bagi **PELANGGAN** dan **BISNIS ANDA**

Value Proposition A Complete Guide - 2021 Edition Gerardus Blokdyk, 2021 Value Proposition A Complete Guide 2021 Edition

Creating value propositions Christian Belz,2006 **Value Process, Value Proposition** Jim Champy,1900 This is the eBook version of the printed book If the print book includes a CD ROM this content is not included within the eBook version The new reengineering tests your powers of analysis imagination and execution Once understood though it can be used to address the enormous inefficiencies and redundancies in the work between organizations thereby creating opportunities for unparalleled efficiencies and advantages It hinges on process and proposition Here s how it works In the early 1900s General Electric was experiencing problems with one of the huge generators it manufactured Value Propositions As Market-Shaping Devices Suvi Nenonen,2020 Forward looking firms are increasingly viewing markets as malleable and plastic systems that can be influenced Hence they are engaging in market shaping to proactively augment existing business opportunities or to create new ones One of the recurring themes in the emerging market shaping literature is the importance of value propositions Consequently the purpose of this paper is to identify configurations of value proposition characteristics that are effective for focal firms engaging in market shaping strategies In our empirical study we analyze market shaping actions carried out by 21 case firms using fuzzy set qualitative comparative analysis We identify four characteristics of market shaping value propositions 1 enhanced resource integration and related support as the core content of market shaping value propositions and 2 collaborative value proposing process 3 systemic and verified value promise and 4 new representations used in communication as the design characteristics of market shaping value propositions Further we show that even though value propositions can shape markets without displaying all four of these characteristics none of these characteristics alone can create all the expected outcomes Hence we identify distinct configurations of value proposition characteristics that are successful in either changing the elements comprising the market system or inducing an overall system level market change *Business Model Generation* Osterwalder,2013-04-04 **UNIQUE VALUE PROPOSITION CREATION GHT+Forum** Kevan Kjar,2019-01-03 Workbook for UNIQUE VALUE PROPOSITION CREATION GHT Forum
The Value Proposition ,2010

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