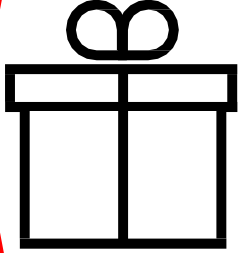
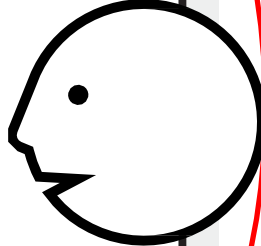


¡Deberes!

The Business Model Canvas

Designed for: _____ Designed by: _____ Date: _____ Version: _____

Key Partners 	Key Activities 	Value Propositions 	Customer Relationships 	Customer Segments 
	Key Resources 		Channels 	
Cost Structure 		Revenue Streams 		

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DESIGNED BY: Strategyzer AG
The makers of Business Model Generation and Strategyzer

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Ejercicio Offline

- Debéis crear un perfil de cliente para UNO DE VUESTROS CLIENTES/NB REALES
- Desarrollar un MAPA DE EMPATÍA
- Identificar LA PROPUESTA DE VALOR ACTUAL
- Crear UNA NUEVA PROPUESTA DE VALOR para:-
 - Aumentar ingresos
 - Aumentar satisfacción
 - Lograr como cliente