

Lean Start-up Discussion Guide ENTR 302

Individual assignment: Please give a summary of the group discussion for each question below and add any additional thoughts or comments of your own.

1. What aspects of the Lean Start-up model do you agree with? Disagree with?
2. Do you think the Business Canvas is a good substitute for a full Business Model?
3. What are some benefits of “getting out of the building” and getting customer feedback? Some drawbacks?
4. How could a new clothing retailer use Lean-Start up in their business?
5. If you were developing an App to help people meet their fitness goals how might you incorporate the Lean Start-Up business model?
6. Think back to when one of the companies listed below (or chose your own) was getting started and create a Business Model Canvas for them. Coca-Cola, Starbucks, Tesla, Google, McDonalds, Chipotle, Gap Inc., T-Mobil, Sony, Apple. I have included the image of the Business Model Canvas on the next page for reference.

Key Partners:

Key Activities:

Key Resources:

Value Propositions:

Customer Relationships:

Customer Segments:

Channels:

Cost Structure:

Revenue Streams:

Lean In Discussion Guide For All Audiences

Mike Jess



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