

# The 9 building blocks of the Business Model Canvas

<b>Key Partnerships</b> The relationships and collaborations that the business has with its suppliers, vendors, and other external partners.	<b>Key Activities</b> The key activities that the business must perform to deliver its value proposition and operate successfully.	<b>Value Proposition</b> The unique value the business provides to its customers and how it differentiates itself from competitors.	<b>Customer Relationships</b> The business' relationships with its customers and how it interacts with them.	<b>Customer Segments</b> The different groups of customers the business targets with its products or services.
	<b>Key Resources</b> The key resources the business requires to operate.		<b>Channels</b> The different channels that the business uses to reach and interact with customers, including physical and digital channels.	
<b>Cost Structure</b> The various costs that the business incurs to operate.		<b>Revenue Streams</b> The different sources of revenue that the business generates from its customers.		

# Business Explained

**Gould Leach Harris**



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**Entrepreneurship in Family Business** Henry X Shi,2014-02-20 This book presents an excellent analysis of how a family business is different from other forms of organization and especially its peculiarities in relation to entrepreneurship Focusing on small and medium sized second generation Chinese family businesses this book provides an in depth analysis on the relationship between the firms family attributes or familiness as conceptualized in this book and entrepreneurial processes which leads to different outcomes Eight cases from China are presented in this book and a dual level approach is proposed for research on entrepreneurship in family businesses emphasising both firm processes and the role of individual owner managers Readers will also find several useful policy and practice oriented perspectives in this book

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