

A GUIDE FOR STARTUPS

STARTUP CANVAS TOOLS 101

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Today's Workshop

OUTLINE OF TOPICS

Validation Board*

Value Proposition Canvas*

Lean Canvas*

Problem-Solution Fit Canvas

Business Model Canvas

Startup Funding Canvas



Intended Learning Outcomes

At the end of this session, the participants should be able to:

Use appropriate startup canvas tool to model the startup business

Document the validation process and the problem-solution fit

Design a business model using Lean Canvas and Business Model Canvas

References

Workshop Handouts

<http://bit.ly/StartupCanvasTools>

Business Model Canvas Explained

<http://bit.ly/BMCEExplained>

Value Proposition Canvas Explained

<http://bit.ly/VPCExplained>

What Grace Learned from Her Failed Startup

<http://bit.ly/ideatesting>

References

Lean Stack Canvas

<https://leanstack.com/leancanvas>

Business Model Canvas Tutorial

<https://canvanizer.com/how-to-use/business-model-canvas-tutorial>

Problem-Solution Fit Canvas

<http://solutioncanvas.com/index.html>

Canvanizer

<https://canvanizer.com/>

References

Problem-Solution Fit Canvas Tutorial

<http://bit.ly/PSFitTutorial>

Startup Funding Canvas

<https://investorreadinesscanvas.com/>

Universal Pitch Deck

<http://startupscience.com/universal-pitch-deck/>

The Best Startup Pitch Decks

<http://bestpitchdecks.com/>

Exercise



Meet with your team. Come up with the final canvas for your startup. Complete and validate the Value Proposition Canvas and Lean Canvas.

After completing Lean Canvas, work on the remaining canvases as you progress with your startup.

Comprehensive guide/tutorial on how to accomplish each startup canvas is indicated in the References slide.



QUESTIONS?

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