



Actividad [#1] - [Relationships and Segments] [Ingles para los negocios]

Ingeniería en Desarrollo de Software

Tutor: Fátima Fernández de Lara Barrón

Alumno: Manuel Enrique Ramirez Lopez

Fecha: 08/05/2022

Indice

Developing 1

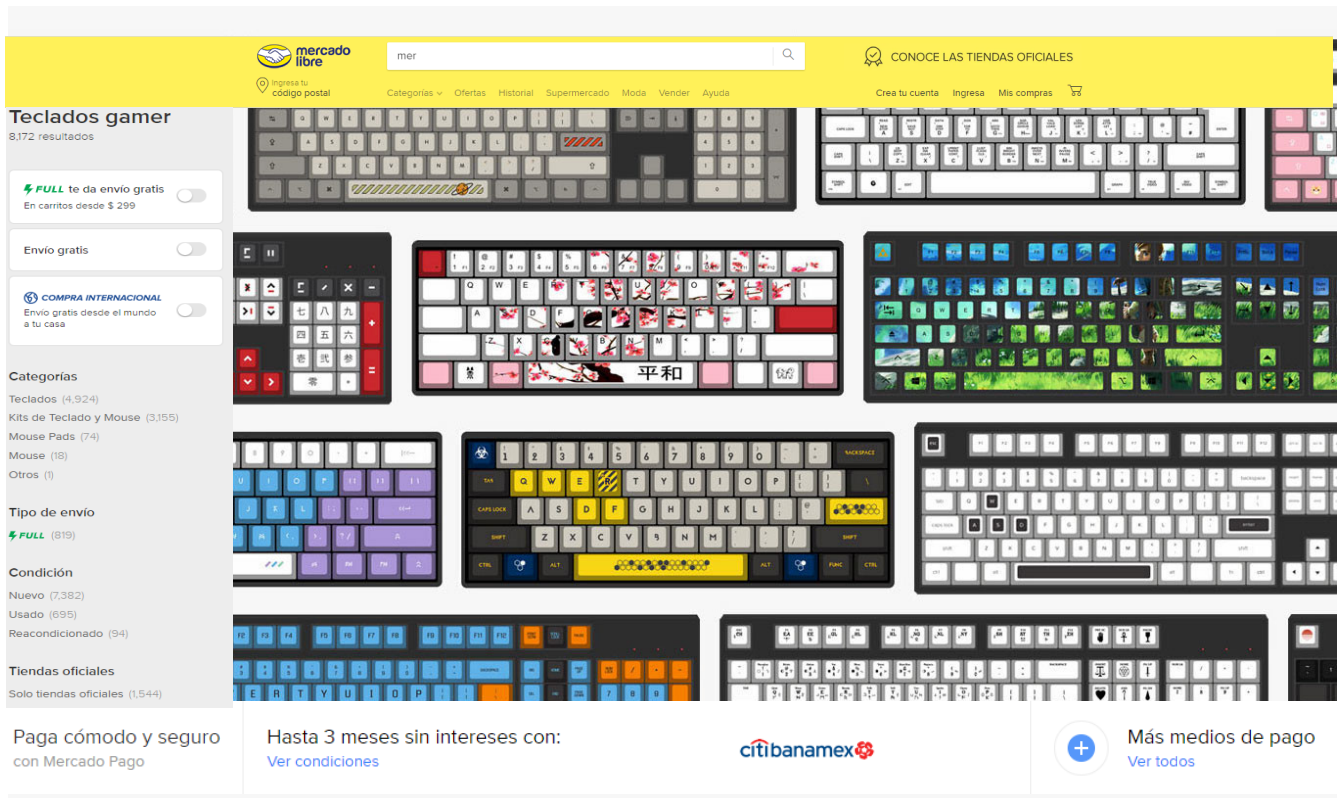
Screenshots 3

Conclusion..... 5

Bibliography 6

Developing

Context: The company will try to solve the logistics of deliveries at the national level using the free market platform, with this it seeks to reach a large number of potential clients for the company which is offering personalized computer peripherals together with the importation of the same but that these do not they come to market officially in the country.





RELATIONSHIPS AND SEGMENTS

KEY PARTNERS

Who can help you?

Mercado
libre

KEY ACTIVITIES

What will you do to fulfill the Value Proposition?

I provide memorable service since the trust of my clients to buy these items, which for most are usually quite complicated to be able to acquire them by themselves, taking advantage of the free market logistics for the prompt delivery of the items.

KEY RESOURCES

¿Qué recursos necesitas para la Propuesta de valor?

VALUE PROPOSAL

What do you do different from the competition?

I offer articles that are difficult to access for the general public, I bring possibilities of "exclusive" articles to a large part of the general public. Less waiting time for obtaining it since being enough makes it easier to obtain the items.

RELATIONSHIP WITH CLIENTS

How do you interact with clients?

through social networks, interactively, that is, by voting for future projects example: If I have an audience of 1,500 people on the Facebook social network and I place a survey that contains several options to bring or acquire and one option, 1,100 votes for me people, this represents more than 50% of the public.

CHANNELS

How do you reach customers?

through social networks, advertising within different pages to reach a large number of potential customers

CUSTOMER TRACKING

Who will you help?

To a "reduced" number looking for items that by themselves would be unable to acquire due to their high value, and once they are in a community, that is, among a large group of people with similar tastes or common interests, they can acquire it at a lower cost.

COST STRUCTURE

How much will it cost you?

It cost more than anything time since gaining the trust of the clients takes time, the investments would come directly from them, of course with an extra percentage for my service and strategy to know what the client is looking for.

INCOME SOURCE

How much income will you have?

My profits would come directly from each article, which would include an extra percentage, which is 7% of the value of the article, which varies greatly depending on the time of year.

Screenshots

The screenshot shows the Grammarly Premium web interface. The document being edited is titled "Untitled document" and contains the following text: "The company will try to solve the logistics of deliveries at the national level using the free market platform, with this it seeks to reach a large number of potential clients for the company which is offering personalized computer peripherals together with the importation of the same but that these do not they come to market officially in the country." A writing issue is highlighted in yellow: "with this it seeks to reach a large number of potential clients for the company which is offering personalized computer peripherals together with the importation of the same but that these do not they come to market officially in the country." The issue is categorized as "Punctuation in compound/complex sentences" and is marked with a "2" in a yellow circle. The interface includes a "GO PREMIUM" button, a quote from Forbes, and a sidebar with a "96 Overall score" and various suggestions like "Correctness", "Clarity", "Engagement", and "Delivery".

The screenshot shows the Grammarly Premium web interface. The document being edited is titled "Untitled document" and contains the following text: "through social networks, interactively, that is, by voting for future projects example: if I have an audience of 1,500 people on the Facebook social network and I place a survey that contains several options to bring or acquire and one option, 1,100 votes for me people, this represents more than 50% of the public." A writing issue is highlighted in yellow: "example: if I have an audience of 1,500 people on the Facebook social network and I place a survey that contains several options to bring or acquire and one option, 1,100 votes for me people, this represents more than 50% of the public." The issue is categorized as "Improper formatting" and "Hard-to-read text" and is marked with a "2" in a yellow circle. The interface includes a "GO PREMIUM" button, a quote from Forbes, and a sidebar with a "96 Overall score" and various suggestions like "Correctness", "Clarity", "Engagement", and "Delivery".

Untitled document

than 50% of the public.

To a "reduced" number looking for items that by themselves would be unable to acquire due to their high value, and once they are in a community, that is, among a large group of people with similar tastes or common interests, they can acquire it at a lower cost.

through social networks, advertising on different pages to reach a large number of potential customers

I offer articles that are difficult to access for the general public, I bring possibilities of "exclusive" articles to a large part of the general public. Less waiting time for obtaining it since being enough makes it easier to obtain the items.

It cost more than anything time since gaining the trust of the clients takes time, the investments would come directly from them, of course with an extra percentage for my service and strategy to know what the client is looking for.

My profits would come directly from each article, which w/ould include an extra percentage, which is 7% of the value of the article, which varies greatly depending on the time of year.

233 words

Premium suggestions Back to all suggestions

We found **11 additional writing issues** in this text available only for Premium users.

- 3 Word choice
- 3 Punctuation in compound/complex sentences
- 1 Improper formatting
- 1 Hard-to-read text
- 1 Faulty tense sequence
- 2 more...

GO PREMIUM

"It's an online service that quickly and easily makes your writing better and makes you sound like a pro, or at least helps you avoid looking like a fool."

Forbes

85 Overall score See performance

Goals 4 of 4 set

All suggestions

Correctness 1 alert

Clarity Very clear

Engagement A bit bland

Delivery Slightly off

Premium 11 Advanced suggestions

Get Expert Writing Help

Plagiarism



Untitled document

For every company to achieve its objectives, it has to set small goals that are easy to achieve to climb small steps until the final objective is achieved, with this I want to get to the point that with this activity we can observe the small goals to achieve success, although in a lengthening each item with more information (100 words) only makes each of them more confusing. Still, in a professional way more adequate explanations are requested to set the goal in detail at the end, the little communication is evident since it causes them to take different interpretations of a central idea. With this, I want to conclude that for a company in any sector it has to have 1-Objectives established 2-Effective communication in any medium

128 words

Premium suggestions

We found **7 additional writing issues** in this text available only for Premium users.

- 5 Punctuation in compound/complex sentences
- 1 Hard-to-read text
- 1 Passive voice misuse

GO PREMIUM

"It's an online service that quickly and easily makes your writing better and makes you sound like a pro, or at least helps you avoid looking like a fool."

Forbes

86 Overall score See performance

Goals Adjust goals

All suggestions

Correctness Looking good

Clarity Very clear

Engagement Very engaging

Delivery Just right

Premium 7 Advanced suggestions

Get Expert Writing Help

Plagiarism

Conclusion

For every company to achieve its objectives, it has to set small goals that are easy to achieve to climb small steps until the final objective is achieved, with this I want to get to the point that with this activity we can observe the small goals to achieve success, although in a lengthening each item with more information (100 words) only makes each of them more confusing. Still, in a professional way more adequate explanations are requested to set the goal in detail at the end, the little communication is evident since it causes them to take different interpretations of a central idea. With this, I want to conclude that for a company in any sector it has to have 1-Objectives established 2-Effective communication in any medium.

Bibliography

Enrique Lopez. (2021). (se abre en una ventana nueva) poster cartel modelo canvas para negocio formal blanco y negro. 2022, de Privada Sitio web:

<https://www.canva.com/p/templates/EAE7EZ9c4BY-poster-cartel-modelo-canvas-para-negocio-formal-blanco-y-negro/>