Value Proposition Assignment

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## Business Practices

## DMIT 1006

## OA01

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| **Value Proposition** |
| Products & Services |
|  |
| Gain Creators |
|  |
| Pain Relievers |
|  |



<https://www.strategyzer.com/resources/canvas-tools-guides>

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| **Customer Segments** |
| Customer Job(s) |
|  |
| Gains |
|  |
| Pains |
|  |

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| Customer Relationships |
|  |

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| Channels |
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