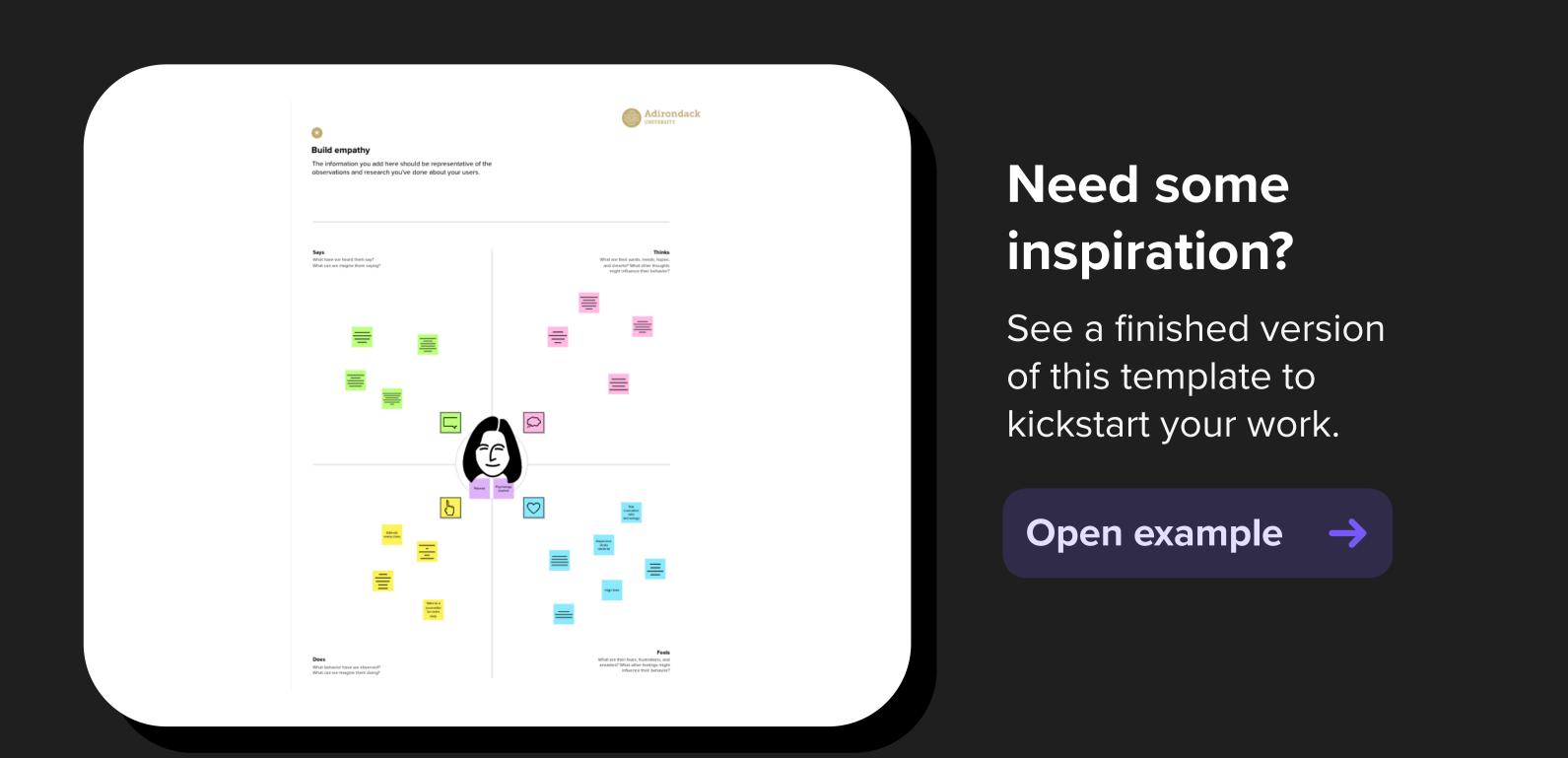
Femplat



Empathy map

Use this framework to develop a deep, shared understanding and empathy for other people. An empathy map helps describe the aspects of a user's experience, needs and pain points, to quickly understand your users' experience and mindset.

Share template feedback





Build empathy

The information you add here should be representative of the observations and research you've done about your users.

Says

What have we heard them say?
What can we magine them saying?

1.The startup analysis canvas provides a framework to create the value proposition, team strategy,market strategy,and financial strategy to make building a startup easier and faster.

2.The primary aim to answer market demand by creating new and innovative products or services. While most small business might intend to stay small, a stratup focuses on fast growth in a designated market

3.Usually, such companies start as an idea and gradually grow into a viable product, service or platform.4.Startup summary business plan includes the

descripition of your products and services, the structure of your business, your target market, marketing strateegy, funding requirements, financial projections, and licensing requirements, among others.

5. It serves as a roadmap for the business.

Think

What are their wants, needs, hopes, and dreams? What other thoughts might influence their behavior?

1.According to bill gross, founder of Idealab,the five key factors influencing startup success are the idea,team,business model,funding,and timing.Among them,timing is extremely important but can't be controlled.That is why startups often need enough funds to keep going until the business becomes viable.

2.Despite the increasing importance of startups for countries,there is incimplete understanding of successful startup's behavioural model in the entrepreneurship literature.

3.In this vein,this research aims to analyze the behavioural model of successful startups in accelerators of Tehran.

4.Tis study is applied in terms of data gathering method.Our indepth analysis of 12 startups with template case study strategy indicates that the behavioural model of successful startups fits

the customer development model.

5.In particular, six behavioural principles entailing focusing on a problem before solution, a tendency for trial and error, starting with low scale, flexibility, the simultaneous development of customers and products, and reducing the costs or affordable loss are the dominant behaviours observed in this study. This provides valuable insights for scholars and potential entrepreneurs in regard to effective behavioural actions while starting a new business.

Give them a name and a portrait to empathize with your persona.

1.There are four components that startup founders and entrepreneurs must pay attention to.

2.These include market acquisition, human resources, intellectual property, and efficient capital management.

3.Experts some good first steps in starting a business are researching competitors, assessing the legal aspects of your industry, considering your personal and business finaces, getting realistic about the risk invovlved, understanding timing, and hiring help.

4.The market is one of the most important factors when it comes to creating a successful startup.5.Knowing the market, understanding your potential customers and their needs,and having the right product or service to meet those needs are key elements in creating a successful startup.

Does

What behavior have we observed? What can we imagine them doing?

1.This is what fear of failure looks like when starting your own business:Not taking a risk when you're not 100% sure you'll succeed. Focusing on being perfect as a way to keep you safe.Worrying that if you fail, you won't be able to

2.Simply put, there's frustratingly never enough profit or cash. Even when orders are clearly on the upswing, you need more funding to cover inventory and lagging accounts

3.Then there are the expenses you never could have anticipated, driving down margins.

4.Anxiety occurs when entrepreneurs perceive of an altered situation and assess that it threatens the ement of any of a variety of business or personal and and an indards or

5.Enterpreneurial behaviour is defined as identifying possibilities and putting good ideas into action. An individual or a group of people may carry out the succession of activities that this conduct necessitates, which normally demand ingenuity, determination, and personal initiative.

Fe6s. frustrations, a

What are their fears, frustrations, and anxieties? What other feelings might influence their behavior?

