Business Model Generation: A Handbook for Visionaries, Game Changers, and Challengers
Alexander Osterwalder, Yves Pigneur

DESCRIPTION

Business Model Generation is a handbook for visionaries, game changers, and challengers striving to defy outmoded business models and design tomorrow's enterprises. If your organization needs to adapt to harsh new realities, but you don't yet have a strategy that will get you out in front of your competitors, you need Business Model Generation.

Co-created by 470 "Business Model Canvas" practitioners from 45 countries, the book features a beautiful, highly visual, 4-color design that takes powerful strategic ideas and tools, and makes them easy to implement in your organization. It explains the most common Business Model patterns, based on concepts from leading business thinkers, and helps you reinterpret them for your own context. You will learn how to systematically understand, design, and implement a game-changing business model--or analyze and renovate an old one. Along the way, you'll understand at a much deeper level your customers, distribution channels, partners, revenue streams, costs, and your core value proposition.

Business Model Generation features practical innovation techniques used today by leading consultants and companies worldwide, including 3M, Ericsson, Capgemini, Deloitte, and others. Designed for doers, it is for those ready to abandon outmoded thinking and embrace new models of value creation: for executives, consultants, entrepreneurs, and leaders of all organizations. If you're ready to change the rules, you belong to "the business model generation!"
ABOUT THE AUTHOR

Alexander Osterwalder (Lausanne, Switzerland; alexosterwalder.com; businessmodelgeneration.com) is a speaker, workshop facilitator and strategy consultant to organizations in 20 countries on all continents. Besides his speaking engagements, Dr. Osterwalder focuses on executive training in the domain of business model development and innovation. He writes a popular blog on business model innovation at www.businessmodelalchemist.com. Organizations that use the business strategy described in Business Model Generation include 3M, Ericsson, IBM, Telenor, Capgemini, Deloitte, and many more.

Yves Pigneur, PhD, (Lausanne, Switzerland; http://hecshost.unil.ch/ypigneur/) is a professor of business and head of the Information Systems Institute of the University of Lausanne, Switzerland. He has held visiting professorships at Georgia State University in Atlanta, Hong Kong University of Science and Technology, and University of British Columbia in Vancouver. Dr. Pigneur is the chairperson of several conferences (IFIP, ISDSS, AIM). His research has been published in over fifty books, refereed journals and conference proceedings.

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