



RETERURALE NAZIONALE 20142020



HACKATHON 2024 camp





BUSINESS MODEL CANVAS

sustainability canvas

a cura di ANTONIO STASI



Antonio STASI

Economia e Politica Agroalimentare

- # business analysis
- # market trends
- # social innovation



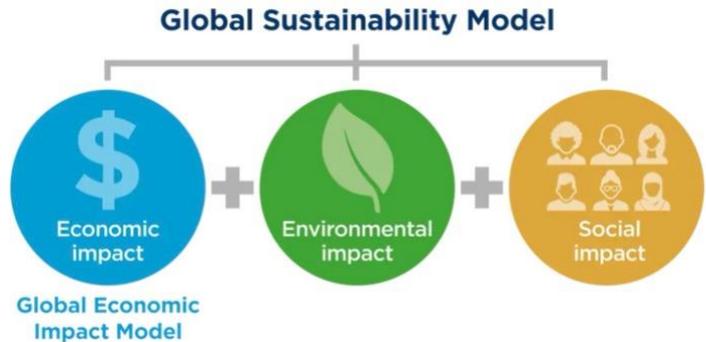


BUSINESS MODEL

- Il business model spiega come un'azienda
- Crea valore
- Fornisce valore
- Acquista valore

SUSTAINABILITY CANVAS

schema che permette di descrivere e sintetizzare business model che siano al contempo innovativi e sostenibili

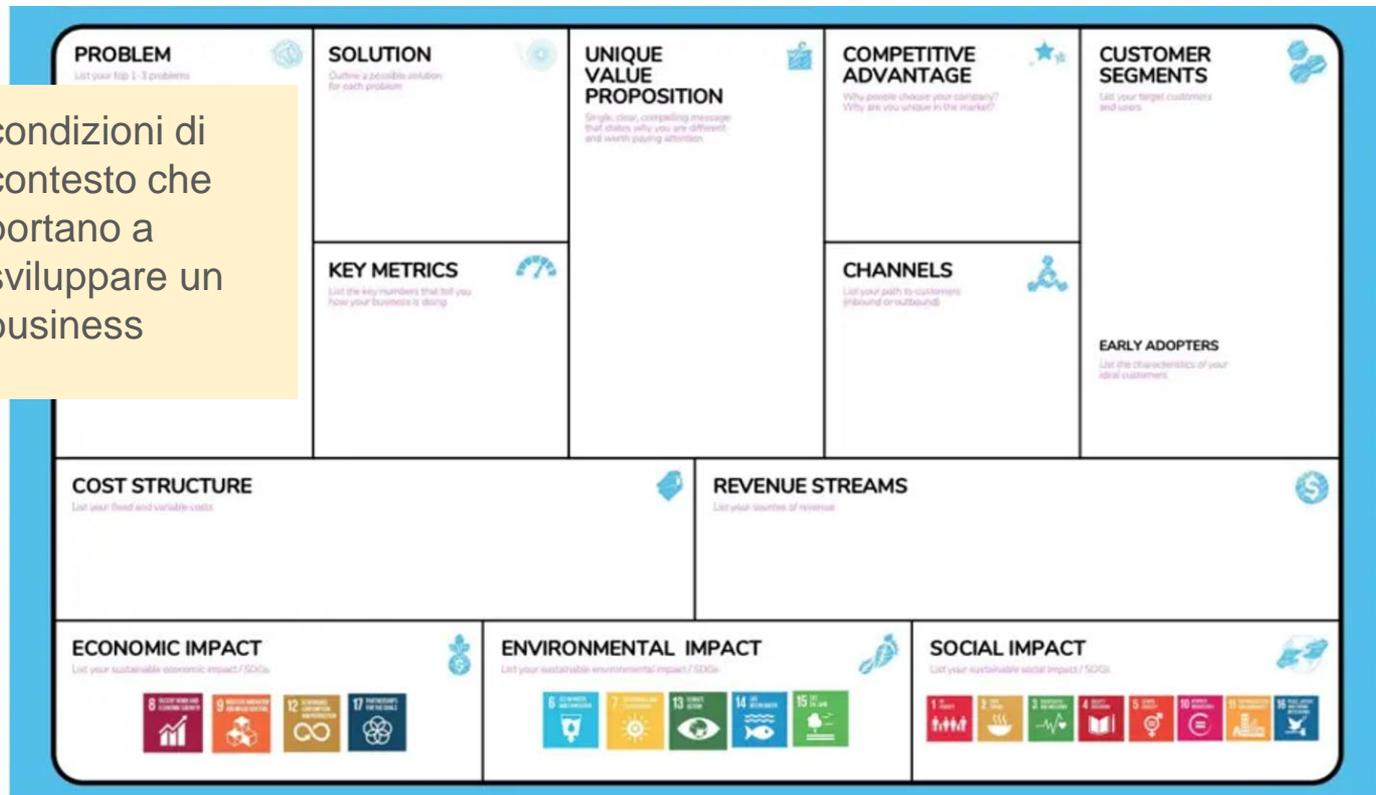


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PROBLEM <i>List your top 1-3 problems</i>	SOLUTION <i>Define a possible solution for each problem</i>	UNIQUE VALUE PROPOSITION <i>Single, clear, compelling message that states why you are different, and worth paying attention.</i>	COMPETITIVE ADVANTAGE <i>Why people choose your company? Why are you unique in the market?</i>	CUSTOMER SEGMENTS <i>List your target customers and users</i>
	KEY METRICS <i>List the key numbers that tell you how your business is doing</i>		CHANNELS <i>List your path to customers (inbound) or outbound</i>	EARLY ADOPTERS <i>List the characteristics of your ideal customers</i>
COST STRUCTURE <i>List your fixed and variable costs</i>		REVENUE STREAMS <i>List your sources of revenue</i>		
ECONOMIC IMPACT <i>List your sustainable economic impact / SDGs</i>	ENVIRONMENTAL IMPACT <i>List your sustainable environmental impact / SDGs</i>		SOCIAL IMPACT <i>List your sustainable social impact / SDGs</i>	
   	    		       	

SUSTAINABILITY CANVAS

condizioni di
contesto che
portano a
sviluppare un
business



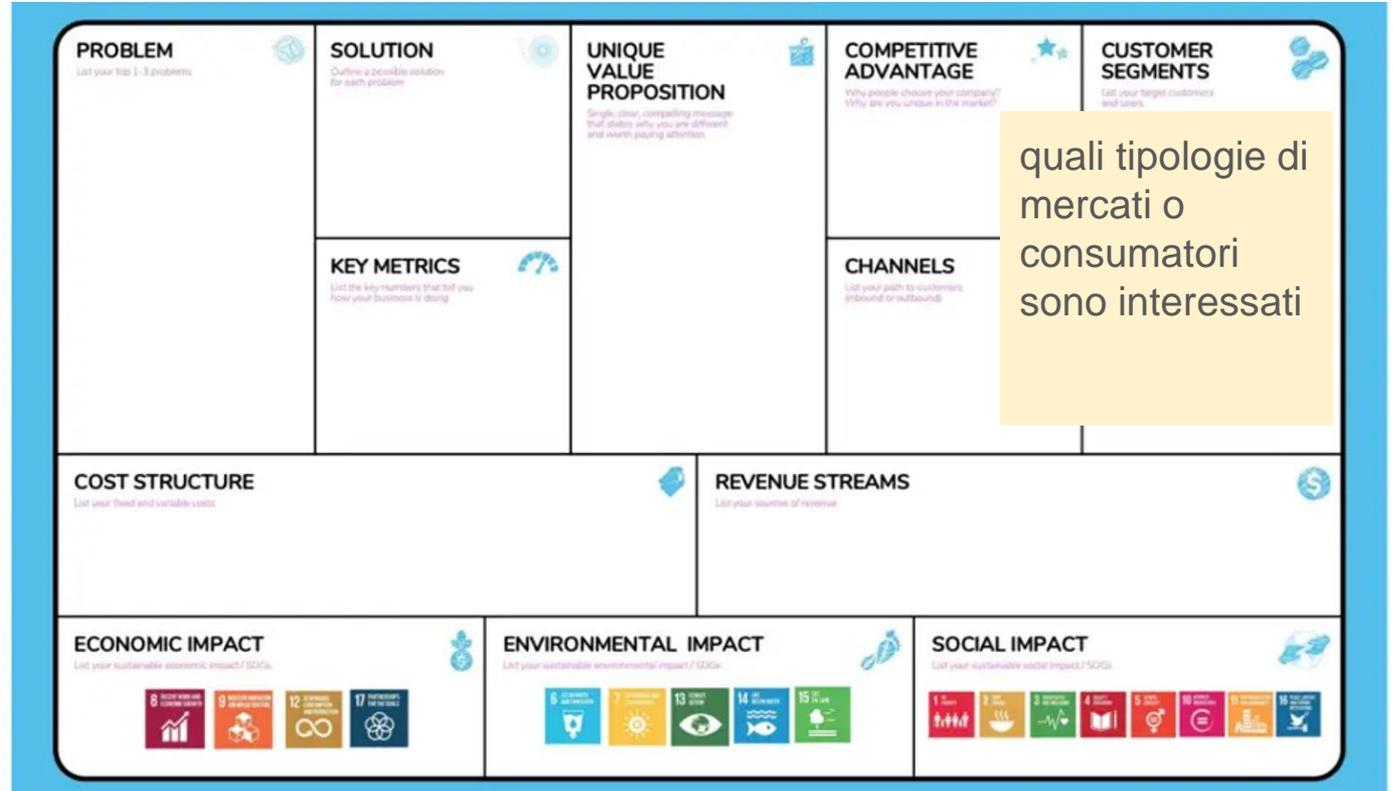
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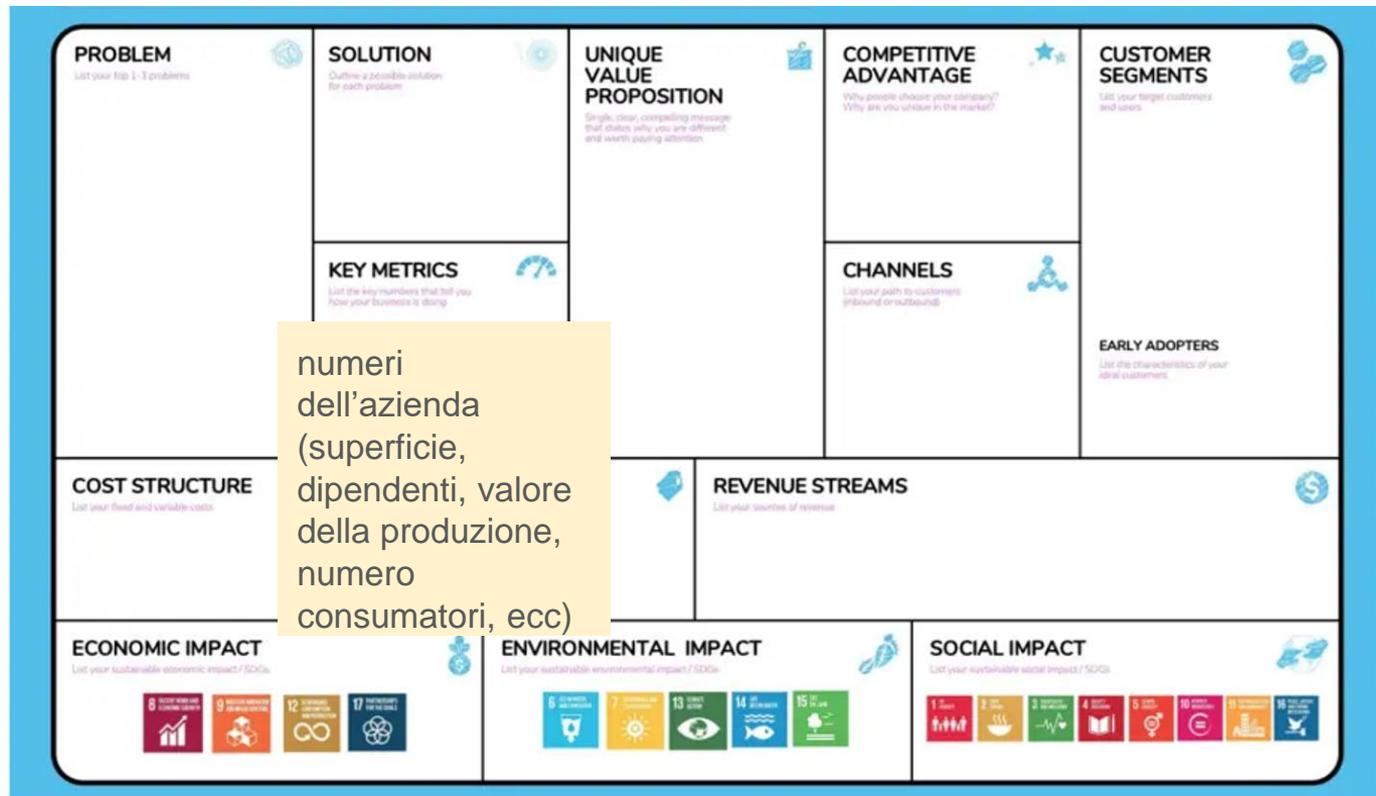
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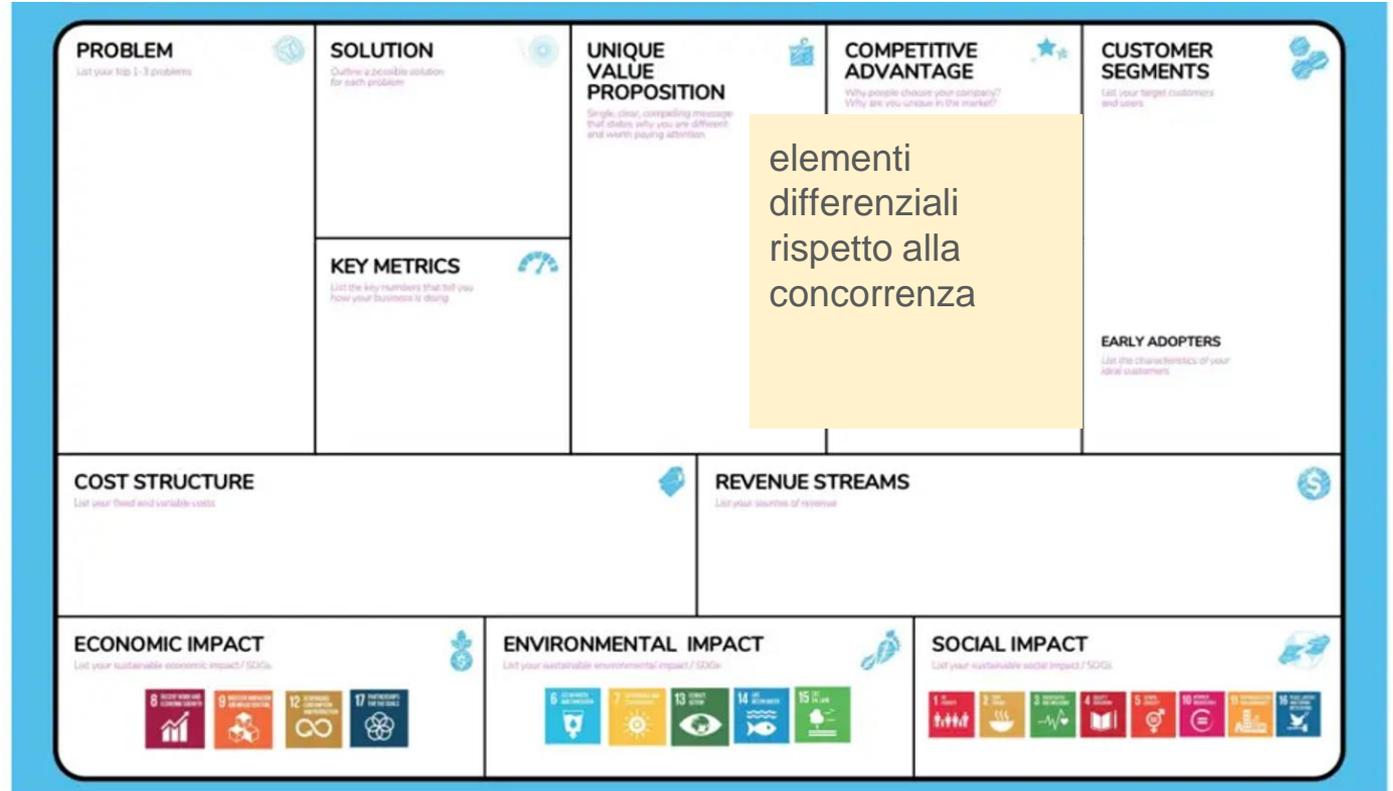


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numeri dell'azienda (superficie, dipendenti, valore della produzione, numero consumatori, ecc)

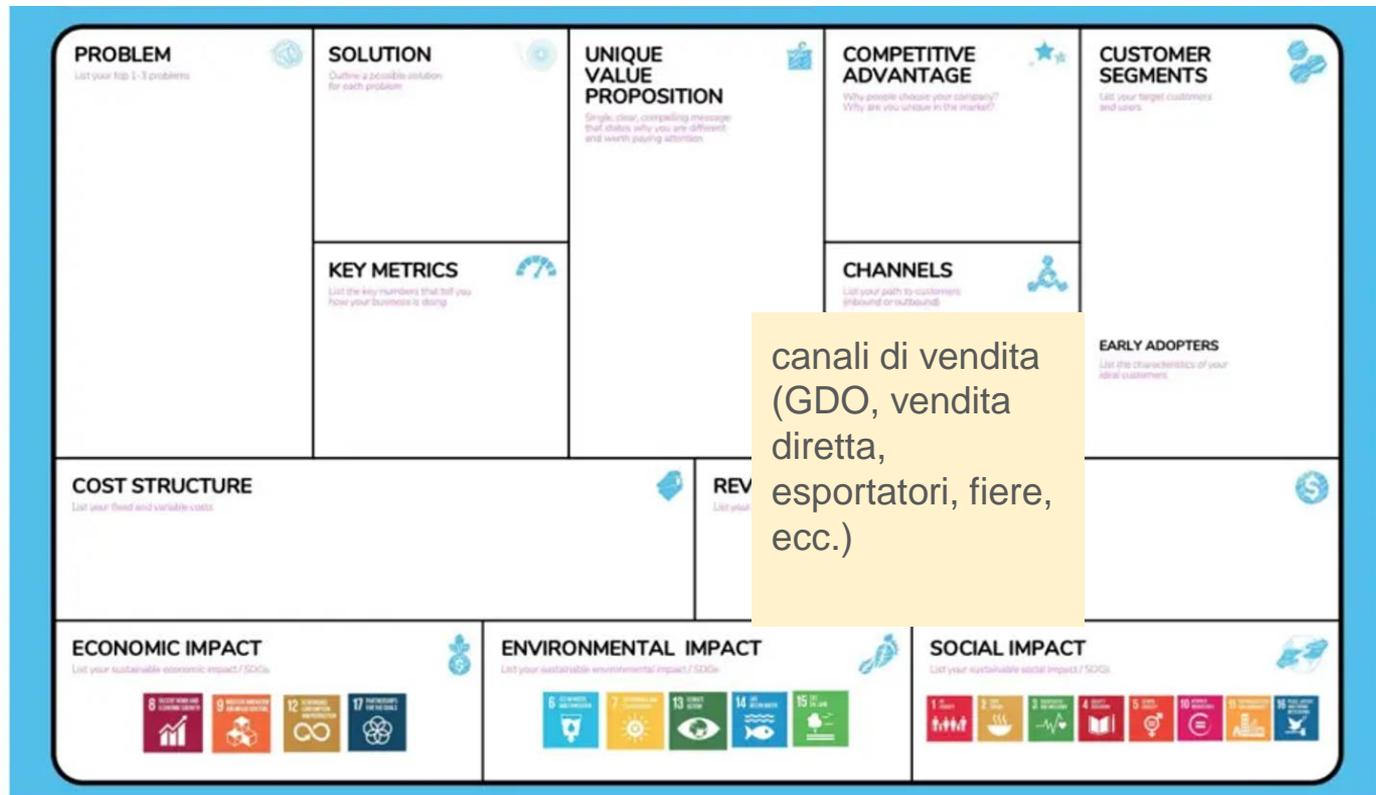
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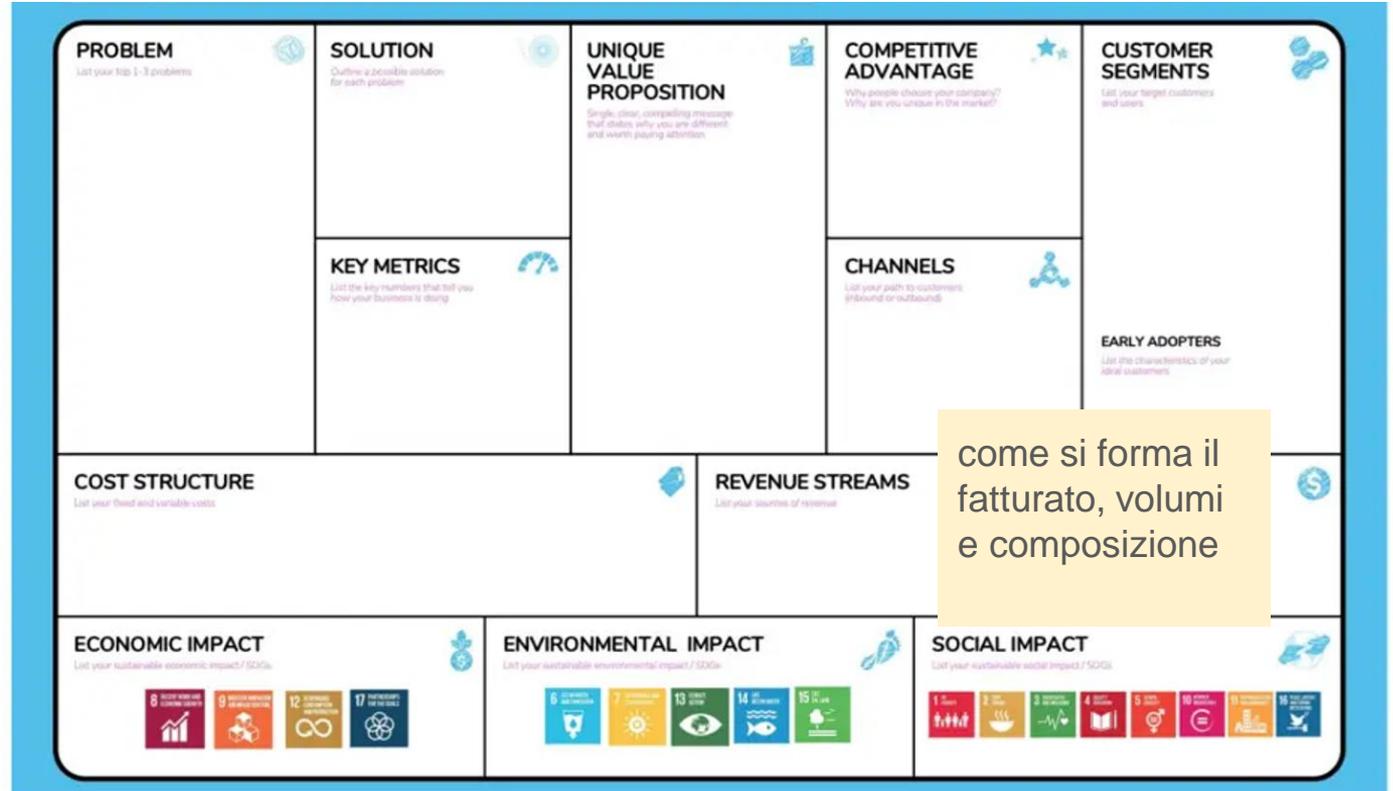


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costi fissi e costi
variabili,
incidenza dei
costi

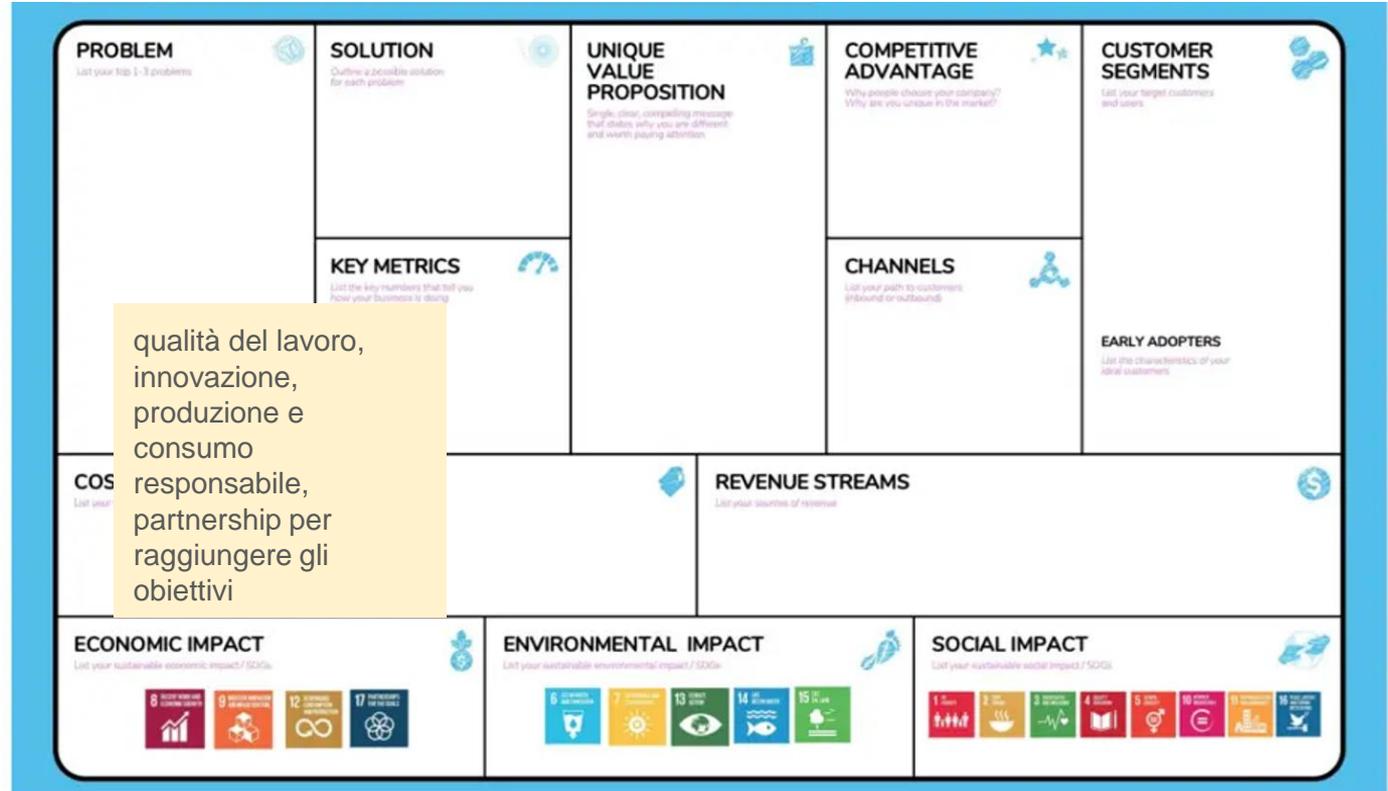
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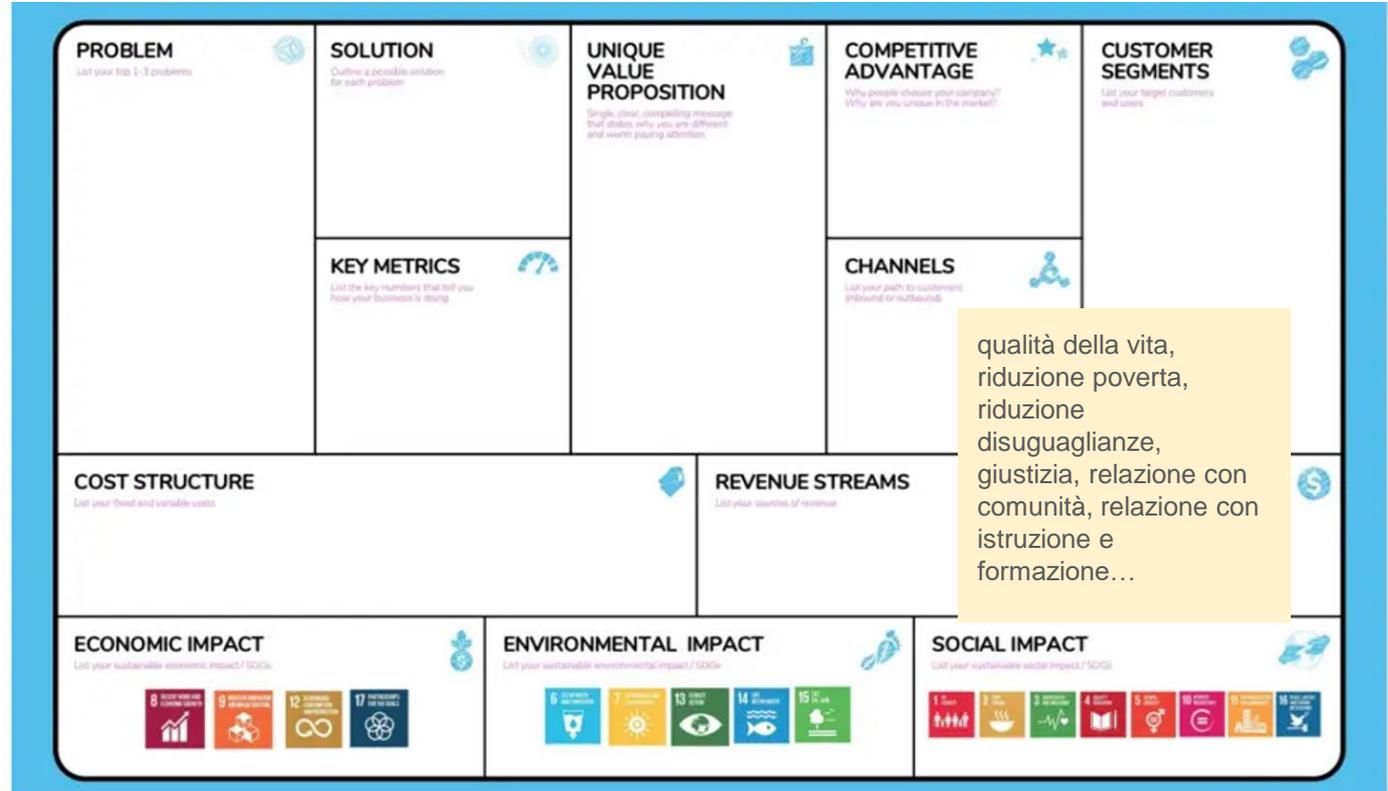
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SUSTAINABILITY CANVAS



SUSTAINABILITY CANVAS



A photograph of a person's hands touching a tree trunk. A heart-shaped patch of green moss is visible on the bark. The background is a blurred forest with sunlight filtering through the trees. On the left side of the image, there are several vertical colored lines in orange, red, purple, blue, and green.

Non puoi evitare di trascorrere un solo giorno senza avere un impatto sul mondo intorno a te. Le tue azioni possono fare la differenza e perciò devi decidere quale tipo di differenza vuoi fare.

Jane Goodall