

Module III Business

Business mode creation Course

Topic Introduction

Lesson 1: Key partnerships





IN THIS LESSON, WE WILL LEARN...



The meaning and the importance of creating key partnerships





Business model

creation

Course

1. What are the key partnerships

The key partnerships describe the network of suppliers and partners that make the business model work





2. Important factors when developing key partnerships

Proper partnership agreements

Setting expectations

Choice of partnerships

Win-win status: for a partnership to be sustainable, there must be visible profits and from both sides

Impact on our customers





Module III. Business







3. Key steps

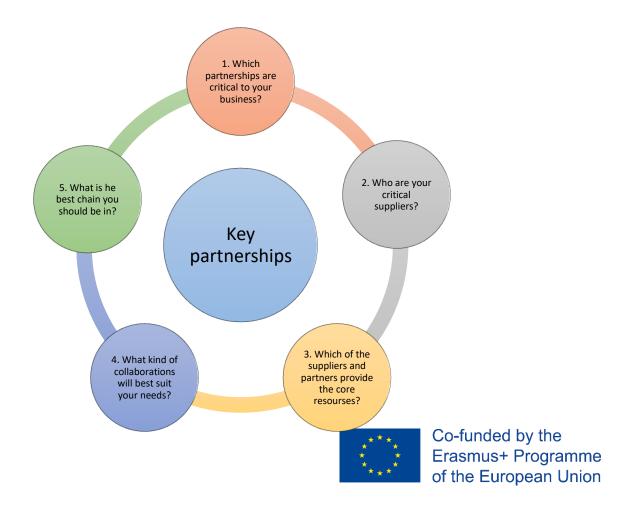
When creating a partnership, it is cost effective to analyze the nature of the partnership based on the following key questions





3. Key questions









Co-funded by the Erasmus+ Programme of the European Union

