










個人商業模式畫布 Personal Business Model Canvas

姓名 Name :

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| <p>誰能協助我 Who helps you 合作夥伴 Key Partners</p>  | <p>我要做甚麼 What you do 主要活動 Key Activities</p>  | <p>我如何幫助他人 How you help 提供何種價值 Value Provided</p>  | <p>如何與對方互動 How you interact 顧客關係 Customer Relationships</p>  | <p>我能幫助誰 Who you help 目標顧客 Customers</p>  |
| | <p>我是誰，我擁有甚麼 Who you are & what you have 核心資源 Key Resources</p>  | | <p>如何宣傳自己與服務 How they know you & how you deliver 通路 Channels</p>  | |
| <p>我要付出甚麼 What you give 成本支出 Costs</p>  | | <p>我能獲得甚麼 What you get 收入與利益 Revenue and Benefits</p>  | | |