

# THE ACTION CANVAS WORKSHEET

WHAT ARE THE MAIN FEATURES OF YOUR SOCIAL ENTERPRISE PROJECT ?

WHAT IS YOUR MINIMUM VIABLE ENTERPRISE IDEA ?

WHAT PARTS OF YOUR PROJECT IDEA CAN YOU TEST OUT RIGHT NOW?

WHAT ARE THE MAIN PARTNERSHIPS YOU NEED TO DEVELOP ?

**WHAT IS THE POSSIBILITY YOU SEE ?**

**WHAT TO DO ?**

**WHAT PARTNERS & ALLIES ?**

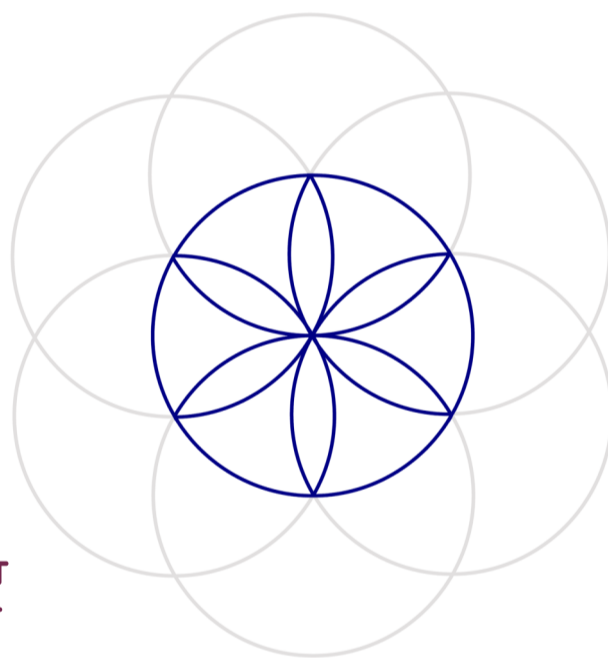
WHAT ARE YOU CREATING ?  
Briefly describe your Enterprise Project

HOW CAN YOU FREE UP THE TIME TO MAKE THIS HAPPEN ?

WHAT KEY RESOURCES ARE YOU ASKING FOR FROM YOUR PARTNERS OR SUPPLIERS ?

WHO ARE THE FIRST TEN PEOPLE YOU NEED TO BE TALKING TO ?

WHAT ARE YOUR FIRST TEN STEPS TO DO NOW ?



WHAT KEY RESOURCES AND ACTIVITIES ARE THE MOST EXPENSIVE ?

WHAT ARE THE MOST IMPORTANT COSTS INHERENT TO YOUR IDEA ?

WHAT IS YOUR REVENUE MODEL ?

WHAT ARE YOUR PRICING STRATEGIES ?

**WHAT COSTS ?**

WHAT VALUE ARE YOU GOING TO BE DELIVERING FOR YOUR CUSTOMERS OR FOR YOUR COMMUNITY ?

**WHAT REVENUE ?**

WHAT ARE THE NUMBERS THAT WILL MATTER MOST TO YOU ?

**WHAT IS IT SERVING ?**

FOR WHAT VALUE ARE YOUR CUSTOMERS OR FUNDERS REALLY WILLING TO PAY ?

WHAT IS THE MAIN PROBLEM YOU ARE TRYING TO SOLVE FOR YOUR CUSTOMERS OR FOR YOUR COMMUNITY?

WHAT ARE THE CUSTOMER OR COMMUNITY NEEDS YOU ARE TRYING TO SATISFY ?