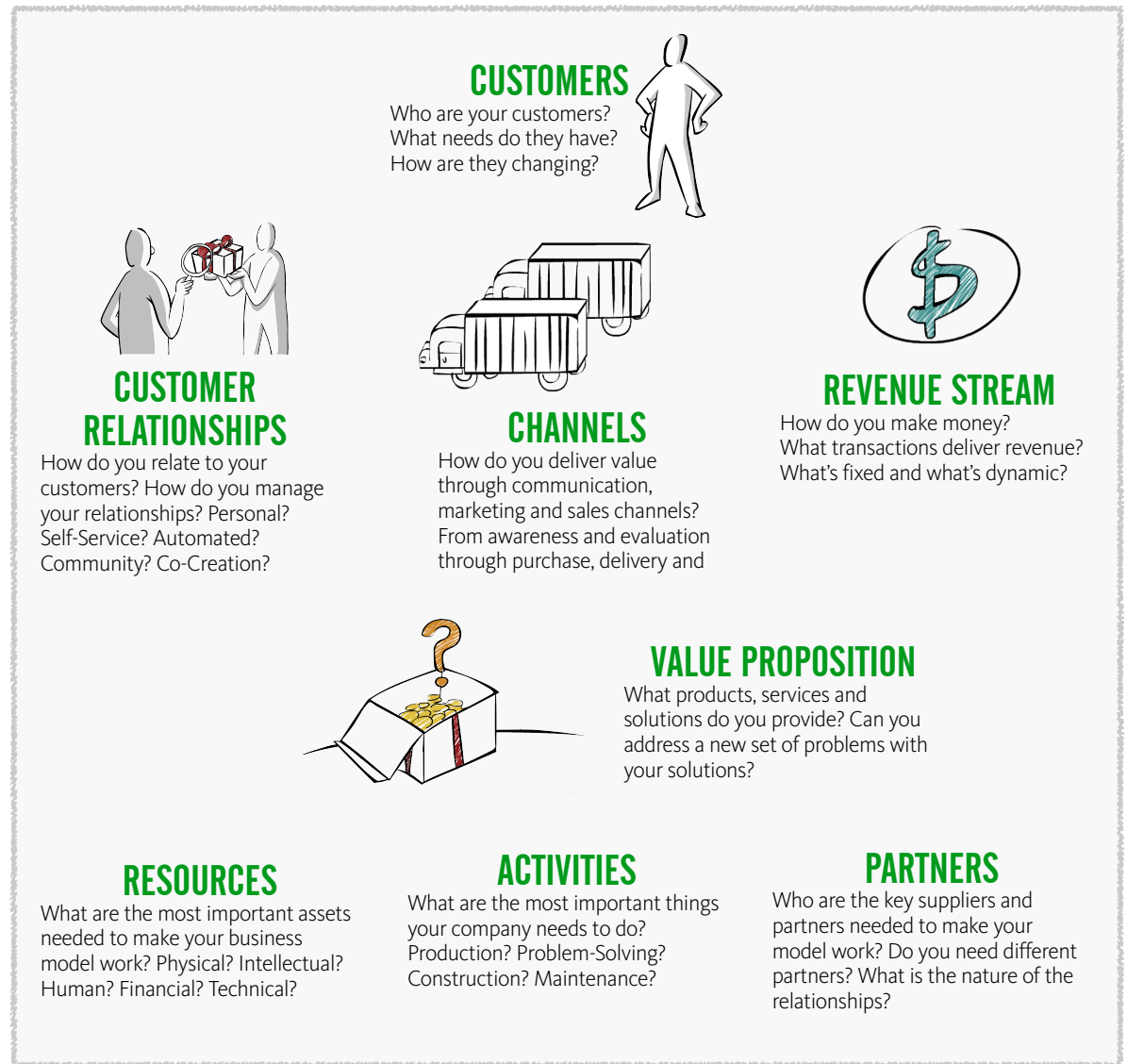


# BUSINESS MODEL

**How can you extend your business model? What new services and solutions can you provide to your customers - existing and new ones?**

A business model can be represented as a flow of transactions, resources and information through through a system of nodes. New business model can be visualized by changing the nature of these nodes - different customers, new ways of relating with customers, different value propositions, among others. Seeing the full system of nodes and their relationships provides a robust and holistic business model.



*Create a chart showing the existing business model of an organization, as well as one that shows new business opportunities, including new services,*

*new fee structures, new partnerships, additional resources and skills needed. Create a presentation pitching this new model to a client.*