

The Change Model Canvas

Institution

Institutional Stakeholder

Date

Version

Problem Statement

Change Strategy

Metric of Success

<p>Key Partners</p> <p>Who are our Key Partners? Who are our Key Suppliers? Which Key Resources are we acquiring from partners? Which Key Activities do partners perform?</p>	<p>Key Activities</p> <p>What key activities do our Value Propositions require? Our Pathways? The Relationships we wish to establish? Revenue Streams?</p>	<p>Value Propositions</p> <p>What value do we deliver to the Population Segment? Which one of our Population Segment's problems are we helping to solve? What bundles of products and services are we offering to each Population Segment? Which Population Segment needs are we satisfying?</p>	<p>Relationships</p> <p>What type of relationship does each of our Population Segments expect us to establish and maintain with them? Which ones have we established?</p>	<p>Population Segments</p> <p>For whom are we creating value? Who are the underserved population segments our change strategy will most benefit?</p>
	<p>Key Resources</p> <p>What key resources do our Value Propositions require? Our Pathways? The Relationships we wish to establish? Revenue Streams?</p>		<p>Pathways</p> <p>How do our Population Segments want to be reached? How are we reaching them now? How are these Pathways integrated? Which ones work best? Which ones are most cost-efficient? How are we integrating them with the Population Segment's normal routines?</p>	
<p>Cost Structure</p> <p>What are the most important costs inherent in our change model? Which Key Resources are most expensive? Which Key Activities are most expensive?</p>		<p>Revenue Streams</p> <p>For what value are our Population Segments really willing to pay? For what do they currently pay, how are they currently paying and how would they prefer to pay? Who are potential mission-aligned funders of this strategy?</p>		
<p>Sustainability Strategy</p> <p>How will we ensure the Change Strategy continues to be offered? Who are the Institutional Stakeholders that may drive this strategy long-term?</p>				