

Negotiate Coffee with

Scenario #1

Change Company Name

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What is this? ▾

How does it work? ▾

Why should I do it? ▾

Where do I start? ▾

View Examples

1. Problem ▾

There is no coffee shop downtown right now. It's a small town and there's a Starbucks in the outskirts of town, but nothing currently serving the needs of the community.

4. Solutions ▾

I'm going to bring a locally sourced coffee shop to the center of my downtown. I will also specialize in food drinks, as foot traffic is very high during the summer months near my intended location.

3. Unique Value ▾

Propositions

I can price approximately the same as Starbucks. My shop will offer convenience because they can walk to it easily from their place of business. I plan to make my drinks offer local landmarks for emotional appeal and to be unique.

6. Unfair Advantage ▾

There is no other coffee shop in the downtown area. Starbucks is 2 miles outside of town near the highway, and people can't walk there. I also plan to have a locally sourced coffee shop instead of the store brand, which has significant appeal in my town.

2. Customer Segments ▾

There is a lot of pedestrian traffic in the downtown area between commercial and government buildings. The traffic is predominantly working age adults. There is more foot traffic during the summer than the winter.

8. Key Metrics ▾

Customer loyalty is the biggest metric I need to push for. Since my business is competing with Starbucks, I need to emphasize community and that feeling "where everybody knows your name."

5. Channels ▾

Word-of-mouth is my tool, as I will have an ideal location with a lot of foot traffic. I also need to share community events to attract them, as my business is locally sourced, and driven on community feeling.



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Table of Contents Biz Plan Builder

1. Understanding the eBook Biz Plan Builder
 - The Rise of Digital Reading Biz Plan Builder
 - Advantages of eBooks Over Traditional Books
2. Identifying Biz Plan Builder
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Biz Plan Builder
 - User-Friendly Interface
4. Exploring eBook Recommendations from Biz Plan Builder
 - Personalized Recommendations
 - Biz Plan Builder User Reviews and Ratings
 - Biz Plan Builder and Bestseller Lists
5. Accessing Biz Plan Builder Free and Paid eBooks

-
- Biz Plan Builder Public Domain eBooks
 - Biz Plan Builder eBook Subscription Services
 - Biz Plan Builder Budget-Friendly Options
 - 6. Navigating Biz Plan Builder eBook Formats
 - ePub, PDF, MOBI, and More
 - Biz Plan Builder Compatibility with Devices
 - Biz Plan Builder Enhanced eBook Features
 - 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Biz Plan Builder
 - Highlighting and Note-Taking Biz Plan Builder
 - Interactive Elements Biz Plan Builder
 - 8. Staying Engaged with Biz Plan Builder
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Biz Plan Builder
 - 9. Balancing eBooks and Physical Books Biz Plan Builder
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Biz Plan Builder
 - 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 - 11. Cultivating a Reading Routine Biz Plan Builder
 - Setting Reading Goals Biz Plan Builder
 - Carving Out Dedicated Reading Time
 - 12. Sourcing Reliable Information of Biz Plan Builder
 - Fact-Checking eBook Content of Biz Plan Builder
 - Distinguishing Credible Sources
 - 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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