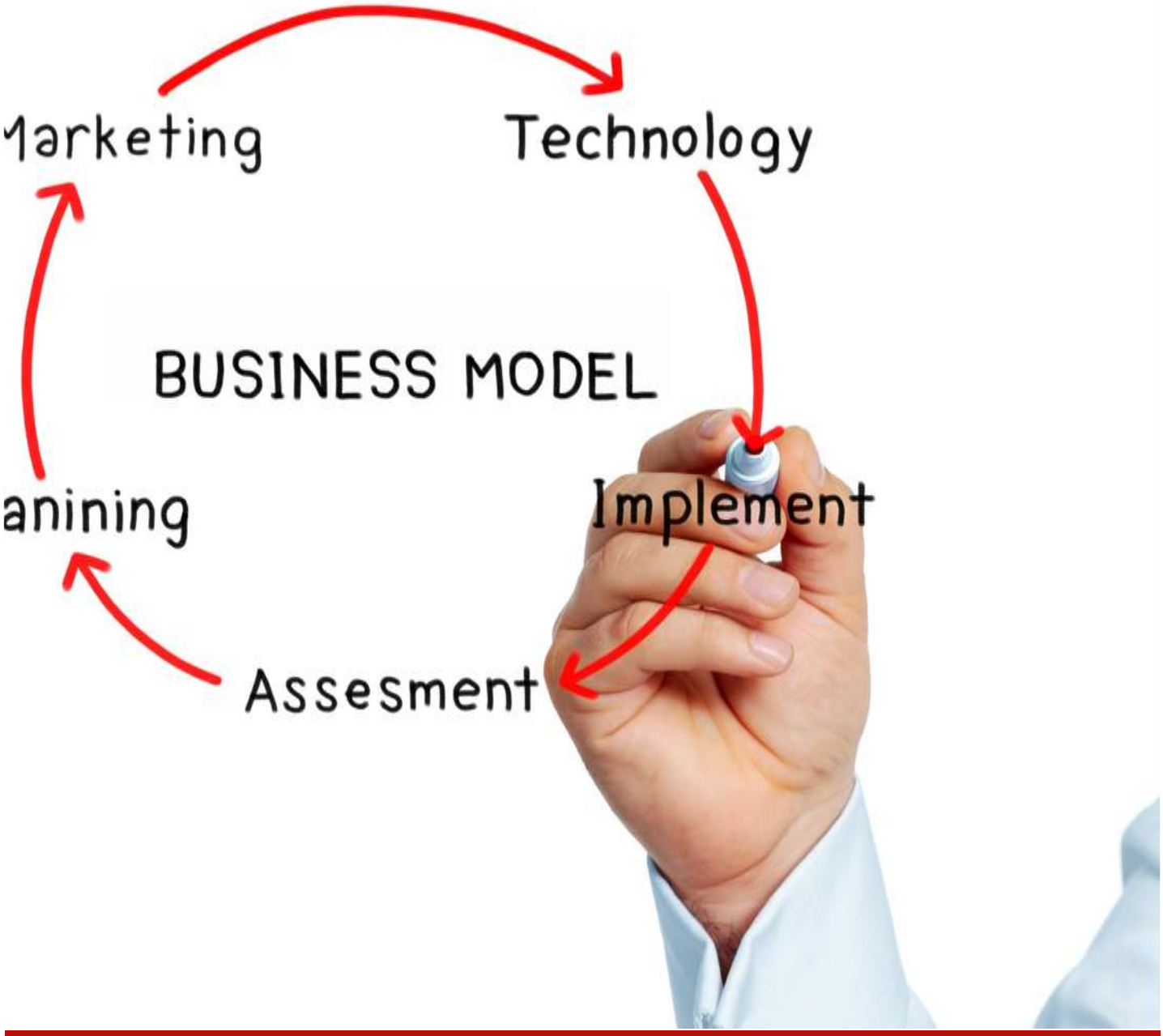


Business Model Innovation

2 – 4 June 2027

Jakarta, Indonesia

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Jakarta

The course equips you with a comprehension on the various innovation strategies for your business model, which will enhance your business growth. Our course offers in-depth knowledge on the formulation of innovative business models and revenue models. It will also enable the participants to master the different types of innovation. The course will also offer an understanding of customer psychology to innovate business models based on customer needs.

Overview

The course will enable the participants to prepare advanced business models with the help of a business model canvas. It also equips them with the knowledge of the vital information required for including in the business canvas. Furthermore, it offers information on the latest business model innovation strategies that startups and large companies employ. The course is designed to ensure that complex concepts are delivered to participants, thereby supporting them in remembering and applying these concepts in their current jobs and making crucial business decisions.

Who should attend

Anyone who wants to enhance their expertise in the venture capital or startup industry and wants tobuild a career in the VC space or start his own business should attend this course, which includes:

- Participants or young professionals who aim to develop a career in the VCs and startup space
- Functional/department heads and decision-making professionals;
- Business owners, entrepreneurs, investors, and consultants;

  Any other professionals who want to upgrade their skills in the venture capitalist and corporate investment career/jobs

Methodology

The nontheoretical methodology includes interactive discussions, case studies, interactive games, andassignments to understand the concepts and their applicability.

Trainer

We carefully choose all our trainers with rich and vast experience in the financial sector. The course will be conducted by an experienced training consultant having more than 20 years of industry experience with some of the world's leading financial institutions, specializing in startups investment, venture capital, and investment banking,

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Course Content

Module – 1
Business Model Innovation: Introduction

- What is business model innovation?
- How to create and present an innovative business model to your clients?
- Reviewing the company's significant resources, activities, and partners.

Module – 2
How to Use Business Model Creativity Tools

- Reviewing the various business model creativity tools for innovation
- What is a business model kit?
- Studying the difference between the business model kit and business model canvas.

Module – 3
Usual and New Trends Platforms Model Innovation

- Taking up more research before a product sale.
- Marketing through multiple channels with fast delivery.
- Why invest in augmented reality and artificial intelligence?

Module – 4
Business Model Patterns

- Determining your customer base and managing client relationships.
- Assessing your principal resources, activities, and partners.
- Understanding the revenue streams and cost structures.

Module – 5
Formulation of Innovatory Business Models

- Formulating a business model aligning with the company's goals
- Assessing the business plan for its self-reinforcement and robustness.
- Reviewing the strategies of startups to disturb markets and pull out huge players.

Module – 6
Management of Customer-Centric Business Models

- Analyzing customer value preferences and innovating the business model based on customer needs.
- Employing a customer survey for testing the business model.
- How to alter the business model as per client requirements

Module – 7
Client Innovation, Networking, Sales, and Marketing Platforms

- How to acquire new customers and retain and grow the existing customer chain
- How to disrupt customer segments and focus on underserved market niche
- Studying the delivery of digital products, digital sales, and physical sales channels

Module – 8
Optimization and Innovation of Resources

- Studying new product development methods
- Assessing advanced production techniques
- Reviewing the critical points of process innovation.

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Module – 9

Innovations in the Revenue Model

- How to disrupt revenue models
- Studying freemium and micropayments
- How to take up advertising, affiliates, and franchising

Module – 10

Customer Psychology and Preferences

- Studying the need and preferences of customers when making purchases
- Assessing the convenience and pleasure resulting from buys
- Determining how scarcity increases product value

Module – 11

Business Model Canvas

- What are business models?
- What essential information to include in a business model canvas
- Reviewing the checklist for making the most appropriate business model

Module – 12

Components of the Business Model Canvas

- What value prepositions and channels to include in a business model canvas
- Assessing customer segments, customer relationships, revenue streams, and cost structure
- Studying the principal activities, resources, and partners for having in the business model

Module – 13

How to Use the Business Model Canvas

- Naming the business purpose
- Linking the boxes in the business model canvas
- Testing assumptions and formulating new versions

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DELEGATES' REGISTRATION FORM

Course Fees

	Single	Group**
Normal fees	SGD 2699	SGD 2599
Early bird price*	SGD 2499	SGD 2399

**Payment 30 days before commencement of course*
***Minimum of 3 participants*

The course fee includes
- 3 days of dedicated expert training
- Lunch and refreshments
- Copies of important course material

Venue Details

- All our training sessions are held in good locations, assuring a high level of comfort and a conducive learning environment.
- Due to variation in a number of participants, final venue details will be mailed 14 days before the course commences.
- Registration : 8:30 am
- Session timings: 9:00 am to 5:00 pm
- **Disclaimer:** Riverstone Training reserves the right to change the venue or postpone the course due to unforeseen circumstances.

Company Information

Company Name : _____
_____
Address : _____
_____
_____
Contact person : _____
Designation : _____
Email : _____
Phone : _____

Delegate Information

Name (1) : _____
Designation : _____
Email : _____
Phone : _____

Name (2) : _____
Designation : _____
Email : _____
Phone : _____

Payment Terms

- Full payment is required for seat confirmation.
- Make a crossed cheque or bank draft payable to **Riverstone SG Pte Ltd.**
- Mail your payment with this registration form to **Level 20, Tower 2, One Raffles Place, Singapore 048616.**
- Alternatively, you can do a bank transfer to Standard Chartered Bank Account no: 0105663336 (Bank no: 9496); Swiftcode: SCBLSG22.

Cancellation Policy

- If you are unable to attend, a replacement delegate is always welcome.
- Any cancellation must be made in writing to Riverstone Training at least 14 days before the event date. A full refund, less an administration fee of SGD 150, will be given.
- For written cancellations received less than 14 days before the event date, no refunds will be given. However, you will receive a 100% credit voucher that can be applied towards any of our subsequent training courses within six months of the initial registration.

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Phone : +65 9730 425