

# Opportunity Canvas

Title

Date

Version

## Users & Customers

What types of users and customers have the challenges your solution addresses?

List the differences in users' goals or roles that would affect their use of the product. Segment users and customers into different types based on those differences that make a difference. It's a bad idea to target "everyone" with your product.

2

## Problems

What problems do prospective users and customers have today that your solution addresses?

1

## Solutions Today

How do users address their problems today?

List competitive products or work around approaches your users have for meeting their needs.

3

## Solution Ideas

List product, feature, or enhancement ideas that solve problems for your target audience.

1

## User Value

If your target audience has your solution, how can they do things differently as a consequence? And, how will that benefit them?

4

## Adoption Strategy

How will customers and users discover and adopt your solution?

6

## User Metrics

What user behaviors can you measure that will indicate they adopt, use, and place value in your solution?

5

## Business Problems

What problem for your business does building this product, feature, or enhancement solve for your business?

7

## Budget

What's it worth to you?

How much money and/or development would you budget to discover, build, and refine this solution?

9

## Business Metrics

What business performance metrics will be affected by the success of this solution?

These usually change as a consequence of behavior metrics changing.

8

# Opportunity Analysis Canvas Second Edition

**Jeannette Leonard Gilder, Joseph  
Benson Gilder**



## **Opportunity Analysis Canvas Second Edition:**

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