Business Model Canvas – For learning processes…

Key Partners
People?
Institutions?
Stakeholders?
Services?

Key Activities
Facilitate?
Transmit?
Create?
Platform?

Key Resources
Physical?
Digital?
Human?
Financial?

Value Propositions
Benefits of participating?
What value does the process give participants?
Why participate?
Learning outcomes?

Learner Relationships
Connections with learners / between learners eg. Personal – distant, cohort/ self service etc?
Synchronus / Asynchronus communication ?
Presence and role of facilitator?
Group size – closeness?
Learning/teaching character?

Channels
How to learn?
Which media?
Learning materials?
Methods? Learning environment – character?
Path / sandbox?

Learners
Who participates?
Who pays?
Needs?
Preferred ways of learning / participating?
Type of target group eg. niche, mixed, segment?

Cost Structure
What is important?... Low price / great value?
One size fits all – Individualized?
Structure: Fixed, variable, etc?

Revenue Streams
What do you pay for?
Who pays?
Grants? – for who?
How much?