

# THE UNITE INNOVATION APPROACH | OVERVIEW

Overview of the end2end innovation approach



Search field  
Opportunity space

#JTBD

DESIGN THINKING

Business model innovation

Steve Blank Customer development

THE LEAN STARTUP

Conversion optimization

Scrum

Growth Hacking

MANAGEMENT Y

Incubation

Acceleration

1

STAGE 1  
SETUP

1-4 weeks

Definition of the business direction, search field & opportunity space, identification of capabilities to leverage, scouting for the team, and organizational setup.

2

STAGE 2  
PROBLEM/SOLUTION FIT

12 weeks  
100% metrics of success

Based on the opportunity space, thorough identification of the customers' needs (their Jobs-to-be-Done) and design of business concepts that respond to those needs, thereby achieving qualitative *Problem/Solution Fit*.

3

STAGE 3  
SOLUTION/MARKET FIT

12 weeks  
100% metrics of success

The Minimum Viable Product leads to a large-scale real-life validation and high-quality proof of service. Innovation is validated through

4

STAGE 4  
BUILD AND SCALE

18-24 months  
100% metrics of success

Building and scaling the proven business model by now creating a

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# Breakthrough The Next Step

**Chao Zhang**



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