

# IEN555 : Business Model Development

Students in the Business Model Development Course will explore the range and diversity of successful business models for customer-centric companies, with a focus on the key elements that contribute most to the success of the business. Students will be exposed to the wide array of skills, perspectives, tools and concepts necessary to identify and create new revenue streams. Topics include the elements of strategic research, maintaining a customer-centric focus, and positioning for competitive advantage.

**Credits** 3