

Name: _____ Date: _____ Period: _____

Entrepreneurship

F O U N D E R S S P Y Q W M I M X K D P K I N G
S N N E P Q D T J I L I A T E D L B P A V P O A
L Q M T A R H B E V D N E N N L T K V E T N I I
D S F U A Q O G M O D P Y H Z N N A A Y E M T N
Q D M Q E E H B U T L A I C O S E F L L K O U O
I T C U D O R P L Y K H D Y E N M X U X R W L T
K L H D H K E S F E T E E J I D P F E R A W O V
J I Q R F R X E O K M L N K P B O L P C M E S C
S K J S S J A A R Q L T T C Y L L C R L G K L R
H S O O I T C G I U D F R Z B R E D O N N I A P
Y S N R U L L A M B L N E L N L V F P N M D U A
P A P R P M O G N Z K G P L N U E Y O L W W T O
O X E G K J R E R K B N R Z V L D A S L T V C M
T S F C U S T O M E R S E G M E N T I X Z S E K
H U N D E R S T A N D M N A R C H E T Y P E L P
E A P G I J R M E W Y K E R S K U S I N D R L T
S F I C A K F B B E M U U S T B I W O O U S E O
I U A U J Z H N I I R R R D G V O Q N I A J T O
S K G V M L S J Y V V I S T O W T J H T V K N G
H Y U Q P V K Z C E C K H L J R A Y L A D W I U
D K G A Z Y U J L R K T I I T D W N W L U Q Z D
P R E M O T S U C P H S P Q H N Q E L O O M V W
L A N O I T O M E S B Q Q M K Y L N U S Q G R R
Q T C U D O R P E L B A I V L A M I N I M D W E

minimal viable product
customer segment
understand
emotional
solution
persona
problem
market
pain

value proposition
intellectual
hypothesis
isolation
customer
preview
social
pivot
gain

entrepreneurship
development
archetype
founders
features
product
detail
jobs
age