

What are the positive impacts for the organisation, the local community or their ecosystems?
How do we enable them to regenerate?

What are the negative impacts for the organization, the local community or their ecosystems?



- What are the key value creation activities?
- What skills are already available?
- Which ones should we acquire?



Which technical resources are required?
Which products, components, machines or materials are used?

What problems are solved by our offering? What different kinds of value are created for all our stakeholders? How would you describe the experience offered? How does it work? What are the key characteristics?

What is the end-of-use scenario for the product/service and each of its components/packaging? Can it meet new needs at the end of the use cycle? Can the product or its components be reused? Repaired? Recycled? Can the user or partners be involved or rewarded for achieving the zero waste objective?







1. **Identify the main idea or topic of the passage.**

For whom is value being created? Who are the core target customers and/or end users?
In which contexts does our offering solve the problems?

What opportunities do we give customers to think about our value proposition? How can the offer be publicised? How is it delivered or made available and how does this process work? What level of customer service is in place? How can this be developed further?

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Circular canvas