

Venture Opportunity Screening Analysis

NOTE: Please delete any text in italics before using this template for your analysis. The bulleted questions are there to guide you to answer the question. Replace the question with a one-two sentence answer.

The first step in identifying a suitable business opportunity is to outline your concept, begin to define the scope of your business, and to evaluate the viability each of the principal parts of your prospective business. In order to do this effectively, you must first understand the dynamics that are affecting the industry and marketplace in which you will compete. The Venture Opportunity Screening Analysis provides the reader with a dispassionate view of the industry.

- 1. Industry Overview*
- 2. Product/Service Delivery*
- 3. Marketplace Analysis*
- 4. Marketing Dynamics*
- 5. Distribution and Sales Dynamics*
- 6. Financial Estimates*
- 7. Opportunity Screening Analysis*
- 8. Conclusions*

The attached worksheets will help to guide you through this initial look at the industry where you will start your business. In this initial stage, understand that you are not developing your business plan, but are gaining a better understanding of the industry where your business will compete. Use objective research to answer all of the questions and complete all of the worksheets. In subsequent steps, you will be investigating and developing these issues in depth as you create the business plan for your new venture.

Industry Name: _____

Student Name: _____

Course: _____

Section: _____

Venture Opportunity Screening Guide

Didier Musso



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