



# The Business Model Navigator: 55 Models That Will Revolutionise Your Business

*Oliver Gassmann, Karolin Frankenberger, Michaela Csik*

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A strong business model is the bedrock to business success. But all too often we fail to adapt, clinging to outdated models that are no longer delivering the results we need.

The brains behind *The Business Model Navigator* have discovered that just 55 business models are responsible for 90% of the world's most successful businesses. These 55 models – from the Add-On model used by Ryanair to the Subscription model used by Spotify – provide the blueprints you need to revolutionise your business and drive powerful change.

As well as providing a practical framework for adapting and innovating your business model, this book also includes each of the 55 models in a quick-read format that covers:

- What it is
- Who invented it and who uses it now
- When and how to apply it

*“An excellent toolkit for developing your business model.”*

Dr Heinz Derenbach, CEO, Bosch Software Innovations

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