



SKIVRE Training Module 10:

ASPECTS OF SUSTAINABILITY

Exercises

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Check your Knowledge

Exercises

Exercise 10.1. - Barriers in the environment to overcome

Please list the barriers that shape the environment in and around your monastery. Then, explain how you will overcome them.

Barrier	How to overcome

Exercise 10.2. - Check your knowledge about your customers










In all previous modules, you find numerous references to target groups and customers. Check the modules and their exercises again and reflect what you already know about your customers.


Exercise 10.3. - The stakeholder involvement plan

Please prepare a stakeholder involvement plan for two different products in your selected portfolio!


Exercise 10.4. - Business model canvas

Please prepare a business model canvas for two different products in your selected portfolio!

The Business Model Canvas					Designed for:	Designed by:	Date:	Version:
Key Partners 	Key Activities 	Value Propositions 	Customer Relationships 	Customer Segments 				
	Key Resources 		Channels 					
Cost Structure 			Revenue Streams 					


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Exercise 10.5. - Barriers for achieving sustainability in product sales

Please list the barriers that shape the entrepreneurial environment in and around your monastery, and explain how you will overcome them! First, choose a monastic product and consider answers to the following questions:

1. Do you have financial limitations in the procurement of raw materials for the production of this monastery product? What are they?
2. Can you maintain the same price of the monastery product for a period of two or three years?
3. Does the price at which you sell the monastery product fully cover the costs incurred for production?
4. Can you maintain production regularly - for a season or for a certain period?

Please answer these questions about every monastic product you produce.