

The Value Creation Matrix

HIGH VALUE TO CUSTOMER, LOW VALUE TO COMPANY

Activities that are highly valued by customers but offer little value to the company, e.g., extensive customer support services.

HIGH VALUE TO CUSTOMER, HIGH VALUE TO COMPANY

Activities that are highly valued by both customers and the company, e.g., a best-selling product line.

LOW VALUE TO CUSTOMER, LOW VALUE TO COMPANY

Activities that offer little value to both customers and the company, e.g., outdated product features.

LOW VALUE TO CUSTOMER, HIGH VALUE TO COMPANY

Activities that offer high value to the company but are of low value to customers, e.g., cost-cutting measures.

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