

BUSINESS MODEL CANVAS

Key Partners

- Companies
- Universities
- Content Providers
- Influencers
- Marketing & Sales application partners

Key Activities

- Platform Development
- Hire and retain
- Protect
- Develop

Key Resources

- Platform
- Network Effects

Value Propositions

For Professionals (Users):

- build new contacts
- build their own brands
- free of charge
- Sideshare

For Recruiters:

- effective tool
- resumes with references
- more convenient

For Third-party developers:

- software tools and solutions by leveraging LinkedIn APIs
- support customers

Customer Relationships

- Direct Network Effect
- Indirect Network Effect

Channels

- Self-Serve Platform
- Offline Field based Sales

Customer Segments

- Professionals (Users)
- Recruiters
- Advertisers and Marketers
- Third-party developers

Cost Structure

- Product Development
- Sales and Marketing
- General and Administrative
- Cost of Revenue
- Depreciation

Revenue Streams

- Talent solutions
- Marketing solutions
- Premium subscriptions



Linkedin Business Model

Hussin A.Rothana



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