



Alternative business models

Open the Creating Out Loud
“Alternative business models”
Discussion Guide



Agenda

1. Being here
 - Acknowledging Country
 - Check-in
2. Individual reflection – Taking stock
 - personal reflection
 - sharing reflection
3. Group discussion – New recipes
4. What next?

Acknowledgement of **Country**


- The University of Queensland (UQ) acknowledges the Traditional Owners and their custodianship of the lands on which we meet.
- We pay our respects to their Ancestors and their descendants, who continue cultural and spiritual connections to Country.
- We recognise their valuable contributions to Australian and global society.



A large audience is seated in a theater, illuminated by warm stage lights. In the foreground, the silhouettes of several people are visible, looking towards the stage. The scene is dimly lit, with the primary light source being the stage lights.

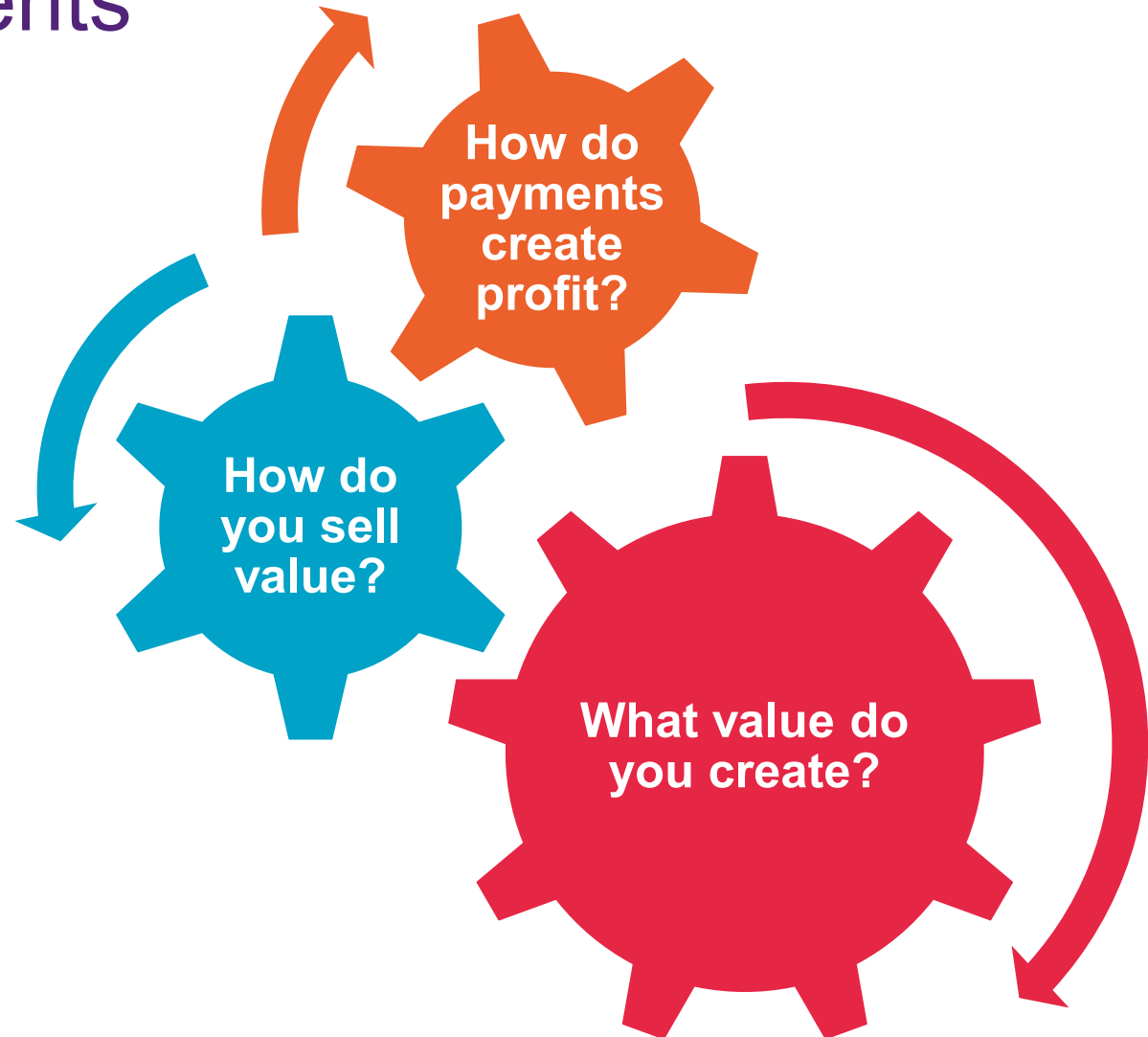
Did you take your
planned step?

Did you learn or
enjoy something?



Whose
goods/services
do you enjoy
buying?
Why?

Business model ingredients



Creating alternatives

Enhancement

- improving existing ways of working

Extension

- adding to existing ways of working

Transformation

- replacing (some) existing ways of working

Individual reflection

Taking stock

1. How do you currently deliver value, persuade people to pay for value, convert payments into profit?
2. (How) has operating environment changed?
3. Do parts of your business model need enhancement / extension / transformation?



Share your
reflections with
the circle.

Group discussion

New recipes

1. What alternative business models have you seen that build both creative and financial success?
2. What rules might you need to adopt, to ensure the business side of your practice is consistent with your artistic identity and values?
3. What steps might you need to take, to create shared value with stakeholders?
4. How can you maintain credibility with stakeholders during times of change?





What one step will
you take before the
next meeting?



THE UNIVERSITY
OF QUEENSLAND
AUSTRALIA

CREATE CHANGE

Thank you

Dr Kate Power
Business School
kate.power@uq.edu.au

<https://creatingoutloud.business.uq.edu.au/>



power_kate



www.linkedin.com/in/kate-power-18125630/

