

2.1

OPENNESS DISCUSSION

YOU

STAKEHOLDERS

EXCHANGE STREAMS

1. OPEN UP

Write down one or more elements in your product that you can open?

2. POSSIBLE ACTIONS

What actions can external stakeholders do with these opened elements?

5. CHANNELS FOR EXCHANGE

In what channels (virtual, physical) are these actions happening, and what gets exchanged?



4. HOW STAKEHOLDERS BENEFIT

How can these actions benefit the stakeholders themselves?



6. VALUE EXTRACTION

What income sources could these actions enable for you?



3. HOW YOU BENEFIT

How can you benefit from these stakeholders making such actions?



The Openness Discussion sheet is based on the Open Platform Design Flowchart by Lars Zimmermann, CC BY