

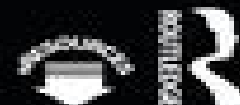


New Venture Management

The Entrepreneur's Roadmap for
Development, Management, and Growth

Third Edition

Donald F. Kuratko and Jeffrey S. Hornsby



New Venture Management The Entrepreneurs Roadmap

Bruce R. Barringer, R. Duane Ireland



New Venture Management The Entrepreneurs Roadmap:

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of Patterns of Entrepreneurship Management addresses the challenges issues and rewards real life entrepreneurs encounter when starting and growing a venture in today s complex world Using its innovative Roadmap approach this practical guide enables students and aspiring entrepreneurs to design execute and maintain their business plan covering every essential step of the entrepreneurial process from turning an idea into a business model to securing funding and managing resources To support student venture development and faculty facilitation of associated topics the authors have added over 30 worksheets that serve as prompts to help students focus on what should be considered at each stage of venture development For each chapter specific Best Practices associated with each worksheet have been included to help students understand the theory and or rationale behind the prompts helping the student connect the work with where they are in the venture process The authors draw from their extensive experience launching new ventures and educating thousands of students globally to provide a unique hands on approach to developing the skills required to start and build a company in the modern business environment Discussions focus on the real life challenges facing startup founders important issues such as how to drive continuous innovation and how to create a company culture that maximizes success

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Own it Jon M. Garon, 2007 *Own It* provides the entrepreneur hands on examples and explanations of how to build long lasting value for the business through the use of trademarks copyright patents and other legal techniques Each chapter provides a roadmap to the mysterious but critical relationships between intellectual property and innovation It offers advice on maximizing the opportunities for financing planning and competing in the e commerce economy using common sense and the successful strategies of world renown companies The book first focuses on the legal and business attributes of exclusivity and relevance to highlight how bust to build market share and maximize profitability Chapters on relevance and innovation focus on how to identify the opportunities for changes in processes and markets It contrasts market relevance from social relevance explaining the strategies of creating and marketing must have products Using simple descriptions and numerous examples the book explains how intellectual property assets can improve customer satisfaction and maximize profits Because the relationship between entrepreneur and investor is critical to success the book shows how to align the interests of investors and employees with the entrepreneur Together with nuts and bolts information of the start up phase of

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