

Entrepreneurship And Small Business Burns 3rd Edition

Small businesses are the backbone of the tourism and hospitality industry and, depending on which statistics one uses, represent somewhere between 75 to 95 percent of all firms globally in this sector. The number of entrepreneurs has dramatically and uniformly increased globally over the last ten years. Divided into four sections, Entrepreneurship and Small Business Management in the Hospitality Industry takes an intuitive step-bystep progression through each stage of the entrepreneurial process: context, theory, perspectives and definitions; Concept to reality; The business plan; Growth and the future. Ideal for students at any level, the chapters of this book invite you to ponder upon your reading through a series of ‘reflective practice’ activities. These, along with case studies, clearly defined chapter objectives, reflections, role-play activities and experiential exercises, allow you to both think actively about themes, concepts and issues and then apply them to a number of suggested scenarios. Perfect preparation for the up-coming entrepreneur!

This second edition of the critically acclaimed core textbook provides students from technology and science based backgrounds with the theoretical knowledge and practical skills required to transform innovative ideas into commercially viable businesses for profit or social ends. Blending theory, policy and practice in a manner that is accessible to readers with little prior knowledge of business commercialisation, it offers a framework for understanding the entrepreneurial process for technological ideas. The book provides innovative guidance on the specialized field of ‘technopreneurship’. It provides the tools and frameworks required for managing, commercialising and marketing technological innovation. With real life examples and case studies from a range of countries and industries, it will equip students with the understanding required to successfully launch their product. This text caters for undergraduate and postgraduate students studying technology entrepreneurship modules on engineering, science and computer technology programmes. New to this edition- All chapters updated to reflect the evolution of theory and practice in the field -New cases on digital entrepreneurship, growth and scaling -Extended geographical coverage of case studies - Entrepreneurial practices updated to include recent research -Strategic context of business models, business growth and scaling digital entrepreneurship, entrepreneurial marketing, organization design and crowdfunding developed and updated.

Entrepreneurial Economics is concerned with the role of entrepreneurs, and the nature and scope of entrepreneurship in the economy. It broadly covers a range of economic and non-economic theories of the characteristics and behaviour of entrepreneurs. Also considered are government policies to increase the number of entrepreneurs in the economy and social entrepreneurship linked to economic development. It includes illustrations of successful entrepreneurs and more detailed case-studies.

“Entrepreneurship and Small Firms, Fifth Edition, provides comprehensive and accessible coverage of entrepreneurial and small firm theory, concepts, evidence, policy and practice. Integrating academic theory with the day-to-day realities that entrepreneurs may encounter, it provides a comprehensive analysis of entrepreneur-ship.” --Book Jacket.

Experiential Learning for Entrepreneurship

Navigating Your Way to Startup Success

Ebay Millionaire Or Bust

The Entrepreneur’s Guide to Business Law

Inspiration and Advice from over 100 Makers, Artists, and Entrepreneurs

Small Business Management

The UK may be ranked as one of the best countries in the world to start a business, but evidence from growing skills gaps, and the decline in graduates’ entrepreneurial aspirations suggest that higher education may not be contributing as it should to the enterprise environment. Enterprising Education in UK Higher Education brings together the challenges of embedding enterprise education in universities and colleges, identifies current debates around their roles and explores research, theory and practice to deliver roadmaps for innovative enterprise education. This book provides solid and clear guidance to practitioners and academics who are starting their journey into enterprising education, as well as those who are more experienced, but understand that the traditional approaches limit the options of future graduates. It collates the theory and practice of enterprise education in the UK higher education sector and business engagement with wider stakeholders. Drawing on theory and best practice, and illustrated with a wide range of the examples and cases, it will provide invaluable guidance to researchers, educators, practitioners and policy makers.

Entrepreneurial Marketing for SMEs contextualizes the practice of marketing amongst SMEs, and critically discusses major issues of Entrepreneurial Marketing with a relevant and up-to-date academic body of knowledge.

If you are looking for an engaging textbook, rich in learning features, which will help you to guide your students through the process of developing and launching a start-up, this is it. With his innovative New Venture Creation Framework, Paul Burns breaks the venture creation process up into three key phases: Research, Business Model Development, and Launch. At every stage crucial steps and considerations are revealed, providing comprehensive coverage of the subject. Practical advice is combined with academic research, enabling you to run a course which is both relevant and rigorous. The second edition of this popular textbook is essential reading for any undergraduate or postgraduate course in new venture creation. It will also prove useful for shorter courses on entrepreneurship and in enterprise centres and entrepreneurship hubs. New to this Edition: - Thought-provoking video interviews with author Paul Burns examine key questions - Video and audio cases provide an insight into life as an entrepreneur - A fictional running case study offers insight on thematic concepts as applied to one example - A greater variety of case studies, ranging from well-known businesses to smaller, local initiatives - A new Workbook design, with space for students to write their answers and ideas - Closer alignment of the content to the innovative New Venture Creation Framework, resulting in a textbook that is clear and easy to follow - An interactive ebook version of the text available for purchase Accompanying online resources for this title can be found at bloomsburyonlineresources.com/new-venture-creation-2e. These resources are designed to support teaching and learning when using this textbook and are available at no extra cost.

This core text and practical handbook presents a dynamic start-up framework with building blocks and steps to help readers to increase the success rate of their new venture. Taking a data-driven, iterative, and evidential approach, it guides readers to collect their own data at every stage, helping them to make strong business decisions based on empirical facts and develop their venture in a systematic way. Throughout the learning and venture creation process users will be supported by a multitude of handy tools and techniques. Cutting edge research is applied to practice to help users maximise their chances of entrepreneurial success and gain a critical understanding of the issues at hand. Drawing on the latest industry trends and tools, Start Up Navigator offers a state-of-the-art guide to new venture creation. It will be the ideal text for aspiring entrepreneurs keen to boost the success of their venture. It is also highly suitable for university students studying courses on entrepreneurship, new venture creation and start-up management at undergraduate, postgraduate and MBA level.

In the Company of Women

The Ultimate Start-Up Guide

Introduction to Business

Building an Entrepreneurial Organization

Guiding Your Entrepreneurial Journey

A Framework for Entrepreneurial Start-ups

This book will be an excellent primer for policy makers wishing to understand the nature and contradictory significance of the underground economy and needing to design suitably subtle policy responses to it. Roger Lee, Growth and Change The Hidden Enterprise Culture is a top pick for any economist or academician interested in this field, as well as for any underground entrepreneur who wants to make their enterprise lawful with the fewest possible legal complications. Midwest Book Review Strongly recommended for policy makers and students of business. Global Business Review Portraying how entrepreneurs often start out conducting some or all of their trade on an off-the-books basis and how many continue to do so once they become established, this book provides the first detailed account of the vast and ubiquitous hidden enterprise culture existing in the interstices of western economies. Until now, the origin of the underground economy in enterprise creation, entrepreneurship and small business development has been largely ignored despite its widespread prevalence and importance. In contrast to much of the previous literature that views the underground economy as low-paid, exploitative sweatshop work that should be deterred, this book takes a fresh, more positive perspective that considers the underground economy as a hidden enterprise culture. Colin C. Williams prescribes the means by which western governments can best harness this hidden culture of enterprise. He outlines detailed policy initiatives that seek to assist business ventures in setting up on a formal footing, and aim to encourage underground enterprises and entrepreneurs to make the transition into the realm of legitimacy. This book provides a lucid guide as to how the hidden culture of enterprise can be brought into the open. As such, it will prove invaluable to a wide-ranging audience including scholars and students of business studies, entrepreneurship, management, economics and regional science.

This text provides a comprehensive introduction to small businesses, the changing business environment in which they emerge and operate, the nature of entrepreneurship and the practical business of managing a small firm.

Start-Up is ideal for anyone looking to start a business – whether you are a student or a professional preparing to launch your own business or social enterprise. It covers the crucial business processes you need to consider when starting a new venture, and contains inspirational and educational cases of successful start-ups by young people from across the globe, including the UK, the US, Hong Kong and Romania. Drawing on the author’s extensive practical experience, this book is a unique and invaluable guide to the world of start-ups. Key features: - Assumes no prior knowledge and covers essential finance skills. - Firmly based in practice with detailed advice on carrying out market and industry research. - Features an extensive range of international case studies and examples of start-ups. This concise and lively book is the perfect resource for students and entrepreneurs alike.

This highly successful textbook draws on the authors’ extensive industry experience and academic research to provide a concise and practical approach to developing and implementing strategies. Offering a highly readable text alongside an effective mix of theory, case studies and updated pedagogical features, the book covers both strategic and managerial elements of innovation. The tools described by the well-respected and authoritative author team can be used to improve performance in both service and manufacturing companies, and the text is an excellent practical resource for students and managers alike. This textbook caters primarily for MBA and executive students of Innovation Management. In addition, it is an essential text for upper level undergraduate and postgraduate students of Innovation Management, as well as for practitioners seeking to enhance their understanding of the subject. New to this Edition: - Updated and expanded coverage throughout based on a review of over 250 key publications on innovation management - 86 international case studies that illustrate both the theory and practice of managing innovation - Video interviews on the companion website to accompany case studies from each chapter, featuring high-profile business managers from around the world - Reflective questions for students at the end of each chapter, with suggested answers on the companion website

From Idea to Success: The Dartmouth Entrepreneurial Network Guide for Start-Ups

Innovating by What We Care About

Bringing Innovation to the Marketplace

Entrepreneurship and Small Business Management in the Hospitality Industry

Startup Navigator

Global Innovation Management

This is the eBook of the printed book and may not include any media, website access codes, or print supplements that may come packaged with the bound book. Discover how to successfully launch and manage a small business. Open your mind to the possibilities, challenges, and rewards of becoming a small business owner with Effective Small Business Management. This text provides readers with the tools they need in order to launch and manage a small business. This edition features new and current examples, updated information on ethics and social responsibility, and several new pedagogical features.

This is an exciting and up-to-date text that explores innovation management from a global perspective. Innovation management is increasingly significant, both as an academic discipline and as an integral part of the way businesses seek to change and grow. However the key factors behind successful innovation and the process by which innovation is turned into profit in the global arena remain largely undefined. The new edition provides a unique answer to these questions and offers a step-by-step guide to innovation strategy development, taking into account the global context in which businesses today operate. Written by a highly experienced instructor, this is an ideal companion for undergraduate students of innovation as well as postgraduate and MBA students taking modules with an innovation component. New to this Edition: - Completely rewritten and restructured to explore in more depth how innovative ideas are identified and strategized in an increasingly globalized world - Fully updated and extended case studies on world-leading companies - Increased attention to commercialized innovation, including factors such as intellectual property laws, technology acceleration and the competition for venture capital and finance - Coverage of new topics such as open innovation and service innovation - Expanded coverage of the tools and methods needed to understand financial gain and risk

Hatten provides a balanced introduction to both entrepreneurship and small business management before turning his focus toward achieving and maintaining a sustainable competitive advantage as a small organization. Current issues including global opportunities, service, quality and technology are highlighted throughout the text, and the Third Edition features an increased emphasis on small business ownership by women and minority groups. Additional coverage is given to the new Small Business Administration size standards, creating a personalized business plan, and e-commerce. New! A full chapter is devoted to creating a business plan. Two complete plans written by undergraduate students appear in the text—one designed for a service business, the other for a retail establishment. Electronic Business Plan Templates are also available online. New! “What Would You Do” exercises provide realistic opportunities for students to think critically. New! “Profile in Entrepreneurship” boxes spotlight individuals who’ve created new products and businesses. New! Eduspace course management system. New! Coverage of small business ownership by women and minority groups has been increased throughout the text New! End of chapter questions (“Comprehension Checks”) have been added to each chapter. Author created supplements including the Instructors Resource Manual, Test Bank and PowerPoint slides, ensure seamless integration of the text and teaching resources. A shorter length accommodates one semester courses without sacrificing important topics.

Startups, like sailing vessels, do not travel in straight lines. The wind and the waves of the real world move the ship, and your startup, in unpredictable ways. This book is designed to give you an analytical set of tools to help you navigate your startup or corporate innovation through the murky waters of real life. Every business has failures. No business succeeds without some change of plan. Navigating Your Way to Startup Success will show you how to create a startup designed to test its assumptions so those that are not worthy fail—often and fast. This book builds on modern startup management techniques like Agile and Lean to bring an analytical and quantitative framework to the most common startup failures. Navigating through those failures means finding your way to startup success. Harlan T Beverly, PhD holds a BS in Electrical and Computer Engineering, an MBA from UT Austin, and a PhD in Business from Oklahoma State University. Harlan teaches entrepreneurship at the University of Texas at Austin. He is also Assistant Director of the Jon Brumley Texas Venture Labs at UT Austin, the world’s first university business accelerator. Harlan has successfully launched five hardware and 15 software products including the Killer NIC, 2007 Network Product of the Year (CPU Magazine). He has raised over \$30 million in venture financing in the entrepreneurship and small Business

Boss It

Entrepreneurship and Small Firms

Technology Entrepreneurship

Principles, Practice and Policy

Entrepreneurial Marketing for SMEs

This updated 4th Edition ENTREPRENEUR’S GUIDE TO BUSINESS LAW takes you through the various stages of starting a business—from start-up and growth to an initial public offering—while highlighting the legal preparations and pitfalls that go along with them. Packed with practical strategies for managing legal issues, the text presents the essentials on leaving your job, competing with a former employer, contract law, and bankruptcy, as well as on the most current issues like clean energy, e-commerce, and the effects of the recent recession on entrepreneurship. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

The secret to sustainable competitive advantage for large organizations in the changing business environment is not simply lowering costs or restructuring for efficiency. Companies need to be adaptable, flexible, speedy, creative, innovative and opportunistic. In short, they need to act in an entrepreneurial manner. Corporate Entrepreneurship is about the ability of a large organization to make the most of commercial opportunities, to innovate, to do things differently. It is about developing an organizational and strategic capability to not just manage change, but to embrace and action it. Paul Burns’ innovative text considers the personal qualities of successful entrepreneurs and the manner in which they do business. He then demonstrates how these qualities can be replicated to form an organizational architecture that encourages entrepreneurship at all levels within a company. Corporate Entrepreneurship pulls together many themes (from leadership, culture, creativity, innovation, strategy, and marketing) in a coherent and accessible form.

Introduces he processes of new venture creation and the critical knowledge needed to manage a business once it is formed. This text offers complete coverage and a practical hands-on approach to entrepreneurship. Supported by supplementary material for the lecturer and student in both a CD-Rom and companion website.

This guide is the ultimate tool for African Americans who really want to take charge of their lives. It gives step-by-step instructions on how to join the entrepreneur’s winner’s circle and has hundreds of resources as well as real-life biographies of some of America’s leading African-American entrepreneurs.

Hidden Strategies that Maximize Profits and Create Wealth

Opportunity-Centred Entrepreneurship

Corporate Entrepreneurship

Enterprising Education in UK Higher Education

Effective strategy and implementation

This book aims to meet the needs of education and training in modern techniques of innovation and entrepreneurship, and focuses on the detailed presentation of successful business practices. As today’s global economic landscape is changing rapidly, the ability of businesses to introduce new products and services to the market faster than their competitors is perhaps their most distinct competitive advantage. This becomes obvious by the significant market share that the most innovative companies gain while increasing profitability. Extensive research in this field has demonstrated that companies that are constantly innovating normally double their profits compared to others. Moreover, establishing successful practices and policies of innovation management, through which ideas evolve from conception through evaluation to implementation and commercialization, become the basis for economic growth at the firm, industry, national, regional, and global levels. Taking Greece as an example, this volume identifies systemic weaknesses in development of new products, risk capital, patenting, broadband penetration, lifelong training, investment in research on the part of firms, high-tech exports, and employment in medium-high-technology manufacturing that place the country at the bottom of the European Union in economic performance and threaten its potential to achieve sustainable growth. To address these weaknesses in Greece and similar countries around the world, the authors present a comprehensive overview of the principles of innovation and entrepreneurship, with particular respect to their relationships to knowledge, learning, and creativity. Drawing from a strong theoretical foundation, and illustrated through in-depth case studies and examples from both private and public sectors, the authors present a framework for innovation management that integrates research, education, practical application, and policy. Specific topics include technology transfer, intellectual property rights management, the practice of knowledge management intellectual capital investment, business incubators, and Cooperation Research and Development Agreements (CRADAs).

Co-authored by two leading experts in the field, this unique and forward thinking new core textbook shows how innovation in processes, products, services, business models and networks may be managed by what we care about. The book combines theoretical insights with a strong practical element, featuring a wealth of case studies and tools to help innovators solve societal problems and realise their ideals. Readers are be encouraged to explore not only sustainability-orientation and values of privacy or safety, but also their own unique values as relevant drivers for change within and across organisations. Accompanied by a strong pedagogical framework, the book begins by reviewing the field of innovation management before going on to discuss innovation in processes, products and services, and finally providing the student with the methods and tools for implementing change and innovation in their own organisations.

This topical new book provides an illuminating overview of enterprise education, and poses the question as to whether current establishments have adequate systems in place to prepare students for the world of work. Addressing the increasing need for graduates with practical skills and expertise in the labour market, this collection of insightful chapters analyses the opportunities that are available for aspiring entrepreneurs to develop enterprise skills and experience key aspects of starting and running a business, whilst in a supported environment such as an educational program or incubator scheme. With comprehensive discussion of higher education initiatives and empirical examples of experiential learning in the workplace, this book is an important and timely read for those researching business enterprise, entrepreneurship and higher education more generally. ***Business startup advice from the former president of the Ewing Marion Kaufmann Foundation and cofounder of Global Entrepreneurship Week and StartUp America, this “thoughtful study of ‘how businesses really start, grow, and prosper’...dispels quite a few business myths along the way” (Publishers Weekly). Carl Schramm, the man described by The Economist as “The Evangelist of Entrepreneurism,” has written a myth-busting guide packed with tools and techniques to help you get your big idea off the ground. Schramm believes that entrepreneurship has been misrepresented by the media, business books, university programs, and MBA courses. For example, despite the emphasis on the business plan in most business schools, some of the most successful companies in history—Apple, Microsoft, Google, Facebook, and hundreds of others—achieved success before they ever had a business plan. Burn the Business Plan punctures the myth of the cool, tech-savvy twenty-something entrepreneur with nothing to lose and venture capital to burn. In fact most people who start businesses are juggling careers and mortgages just like you. The average entrepreneur is actually thirty-nine years old, and the success rate of entrepreneurs over forty is five times higher than that of those under age thirty. Entrepreneurs who come out of the corporate world often have discovered a need for a product or service and have valuable contacts to help them get started. Filled with stories of successful entrepreneurs who drew on real-life experience rather than academic coursework, Burn the Business Plan is the guide to starting and running a business that will actually work for the rest of us.***

Small Business and Entrepreneurship

Values-Based Innovation Management

How to be an Entrepreneur and Keep Your Sanity

Control Your Time, Your Income and Your Life

Entrepreneurship and Beyond

A Practice Based Guide For New Venture Creation

"Strategies for success, developing creativity, encouraging innovation, drawing up a business plan, sourcing finance, entrepreneurial leadership"--Cover.

This innovative text considers the personal qualities of successful entrepreneurs and the manner in which they do business. It demonstrates how these qualities can be replicated to form an organizational architecture that encourages entrepreneurship at all levels within a company.

This beautifully written and thoroughly modern core textbook provides a strong bridge between entrepreneurship theory and practice and looks at the entire life cycle of a business, including the often neglected area of business closure. Underpinned by strong academic rigour, the text takes a critical approach, yet is also highly accessible and readable, explaining complex concepts clearly and succinctly. Research-led yet practice oriented, it examines the latest evidence-based thinking in the field and applies this to the practice of entrepreneurship through a plethora of practical examples, global cases, useful tools, and engaging, multi-faceted pedagogy. Written by a recognised expert on entrepreneurship, Entrepreneurship Theory and Practice is the ideal textbook for undergraduate, postgraduate, and MBA students taking modules on entrepreneurship that blend theory and practice. It requires no prior knowledge of entrepreneurship. Accompanying online resources for this title can be found at bloomsburyonlineresources.com/entrepreneurship-theory-and-practice. These resources are designed to support teaching and learning when using this textbook and are available at no extra cost.

This new edition of the market-leading textbook by Paul Burns offers an unrivalled holistic introduction to the field of entrepreneurship and valuable guidance for budding entrepreneurs looking to launch their own small business. Drawing on his decades of academic and entrepreneurial experience, the author takes you on a journey through the business life-cycle, from the early stages of start-up, through progressive growth, to the confident strides of a mature business. Combining cutting-edge theory with fresh global examples and lessons from real-life business practice, this accessible and explorative textbook will encourage you to develop the knowledge and skills needed to navigate the challenges faced by today’s entrepreneurs. Entrepreneurship and Small Business will help you to: - Learn what makes entrepreneurs tick with brand new Get into the Mindset video interviews and an exploration of entrepreneurial character traits - Seamlessly incorporate multimedia content into your learning with the new Digital Links platform accessed via your smart device - Understand how worldwide events can impact small businesses through incisive analysis of the effects of the COVID-19 pandemic - Grasp how entrepreneurship differs around the globe, with over 100 Case Insights and new examples from a diverse range of countries and industries - Ensure your understanding of the entrepreneurial landscape is up-to-date, with new chapters on recruiting and managing people, and on lean methodologies and business model frameworks. This is the ideal textbook for students taking undergraduate and postgraduate Entrepreneurship or Small Business Management courses, as well as for MBA students.

Theoretical and Practical Perspectives on Enterprise Education

Innovation Management

Entrepreneurship Development and Small Business Enterprise

Entrepreneurship Theory and Practice

Entrepreneurship in the Underground Economy

Challenges for Theory and Practice

Introduction to Business covers the scope and sequence of most introductory business courses. The book provides detailed explanations in the context of core themes such as customer satisfaction, ethics, entrepreneurship, global business, and managing change. Introduction to Business includes hundreds of current business examples from a range of industries and geographic locations, which feature a variety of individuals. The outcome is a balanced approach to the theory and application of business concepts, with attention to the knowledge and skills necessary for student success in this course and beyond.

Written by a highly regarded expert on entrepreneurship, this bestselling textbook provides an engaging and comprehensive overview of corporate entrepreneurship. Now in its fourth edition and fully revised throughout, this accessible text is structured in four key parts that cover everything a student needs to know about the topic. After an initial consideration of what constitutes corporate entrepreneurship and innovation, the author then guides students through the four pillars of entrepreneurial architecture: culture, structure, leadership and strategy. The third section focusses on the entrepreneurial mind-set, including how to encourage creativity, business ideas and developing concepts. Finally, the book draws attention to corporate venturing, examining venture teams, intrapreneurs, market development and the role of shareholder value. It is no longer sufficient for businesses to grow simply by cutting costs and taking over competitors. To achieve true success, organisations must avoid an ageing product or service portfolio to bring new, innovative ideas to market. Corporate entrepreneurship is inherently risky and therefore requires a fresh approach to strategy. The approach Paul Burns offers will successfully overcome barriers to launching new ideas, internal challenges of managing creativity and show how to foster an entrepreneurial culture. This is the go-to-textbook for all students studying Corporate Entrepreneurship, Intrapreneurship or Corporate Venturing at undergraduate, postgraduate or MBA level. The book is also essential reading for courses on Strategic Entrepreneurship and Innovation. New to this Edition: - Fully revised and updated content throughout with new four-part structure - Brand new case studies in every chapter, featuring some of the world’s highest profile companies from across the globe - A greater focus on innovation, including a new chapter on this topic at the start of the book - New chapters on ‘Developing a Business Model’, ‘Managing Change’ and ‘Managing Risk’ - New on-page glossary with key terms highlighted in the text and defined in the margins - New Activities and Group Discussion topics at the end of each chapter

The new edition of this leading textbook to the academic study of entrepreneurship and offers practical guidance for prospective entrepreneurs, adopting a life-cycle view of a business from start-up to maturity. It explores the many stages and forms of entrepreneurship. With an international outlook and expert synthesis of both theoretical foundations and lessons from real-life business practice, the book offers a complete course guide, fostering entrepreneurial talent, thinking and skills. The author’s engaging style and unrivalled expertise drawn from a long-ranging career (as an academic, accountant and entrepreneur) make the book accessible and authoritative. This is an ideal textbook for those studying Entrepreneurship or Small Business on undergraduate business or management degree courses, as well as on MBA programmes. It will also appeal to those looking to launch their own businesses. New to this Edition: - Updated international case studies from entrepreneurs and small businesses, ranging from Oman to Australia - First-hand, detailed stories from real-life entrepreneurs in brand new video interviews integrated throughout the text - Increased and integrated coverage of social and civic enterprise and hot topics such as effectuation and lean entrepreneurship

Do you dream of ditching the day job, doing your own thing and being your own boss? Are you ready to Boss It? In this invigorating and highly practical book, serial entrepreneur Carl Reader provides exactly the fire and guidance you need to get started. Designed to cut through the business jargon, this handy guide will take you through everything you need to establish and run your own business - from the mindset it takes to turn a dream into a plan, to the need-to-know practical stuff for running and growing a business. Featuring case studies, templates and exercises to help you put what you read into action, and turn that dream into a reality, this motivational book will enable you to be your own boss, to take control of your income, your time and your life... and Boss It.

Enterprise and Small Business

Start-up, Growth and Maturity

The Hidden Enterprise Culture

Essentials of Entrepreneurship and Small Business Management

Corporate Entrepreneurship and Innovation

The African-American Handbook & Guide to Owning, Building, and Maintaining Successfully Your Own Small Business

Teaches readers how to make money on eBay.

The second edition of this core textbook focuses on the practical elements of opportunity creation, recognition and exploitation. It aims not only to analyse what constitutes entrepreneurship but also enables readers to develop their own entrepreneurial skills. Taking a highly practical and accessible approach, this text connects the theory and practice of entrepreneurship in useful and insightful ways that can be applied in the real-world. This is a book that focuses on learning for, rather than about, enterprise. Written by a leading authority in the field, Opportunity-Centred Entrepreneurship will be essential reading for undergraduate, postgraduate and MBA students taking courses such as enterprise, new venture creation, creativity and innovation, small business management and corporate entrepreneurship. It has also been designed to support practitioners who are seeking to develop their entrepreneurial skills, whether they are start-up entrepreneurs, career-changers, or managers focusing on innovation and business development. It does not require prior knowledge of other business subjects. Extensively revised for the second edition, this popular text deals with the problems and issues facing entrepreneurs and small business in the modern era.

New York Times Bestseller “I want to flip out every page of this glorious book and hang them on my wall so that I can be surrounded by these incredible women all day long.” —Emma Straub, New York Times bestselling author of The Vacationers and Modern Lovers Over 100 exceptional and influential women describe how they embraced their creative spirit, overcame adversity, and sparked a global movement of entrepreneurship. Media titans and ceramicists, hoteliers and tattoo artists, comedians and architects—taken together, these profiles paint a beautiful picture of what happens when we pursue our passions and dreams.

Entrepreneurial Economics

Start-Up

Marketing Lessons, War Stories, and Hard-Won Advice from Leading Venture Capitalists and Angel Investors

Theory, Policy and Practice

Burn the Business Plan

Innovation and Strategy in Large Organizations

Entrepreneurship and Small Business Start-up, Growth and Maturity Bloomsbury Publishing

The sixth edition of Entrepreneurship and Small Firms has been fully revised and updated with contributions from leading academics in the field. Retaining the popular style of the previous editions and offering a clear and accessible introduction to the topic, this book provides a thorough coverage of entrepreneurial and small firm theory, concepts, evidence, policy and practice.

Integrating academic theory with the day-to-day realities that entrepreneurs may encounter it furnishes the student with a comprehensive analysis of entrepreneurship. This well established text is justly popular for its clear and accessible approach, presenting the key topics of an entrepreneurship module in an engaging yet rigorous style. The book covers wide ranging topics from the economic influences on entrepreneurship and sources of finance, to issues of diversity, family business and social entrepreneurship. New to this edition is a chapter on Corporate Entrepreneurship offering students a unique insight into entrepreneurship activities in larger businesses and organizations. A reorganized chapter structure for the sixth edition allows students to navigate the four parts of the text from introductory concepts, the domains of entrepreneurship, through to strategy and to implementation. New part cases help to highlight the core themes and apply them to real business scenarios. The new edition retains a wealth of examples and cases throughout the chapters which illustrate entrepreneurship in action.

Most start-ups fail. And they die remarkably young: The typical start-up lasts 20 months and burns through \$1.3 million in financing before closing its doors. So what's the formula for success for those start-ups that make it through the early trials, leveraging their early success into either getting acquired or issuing an IPO (initial public offering)? What are the lessons that first-time entrepreneurs and employees need to know to navigate their way to success? The Ultimate Start-Up Guide offers practical advice, insights, lessons, and best practices from the world of start-ups, including: Strategies for hiring and building your team, culture, and values. How to pitch your company, secure funding, and distribute equity. Best practices in launching your business. How venture capitalist investors think, evaluate new companies, and advise entrepreneurs. War stories and red flags from top VC partners and entrepreneurs. Start-ups are a business model and culture of their own, changing the economic landscape as well as the way we live and work. The Ultimate Start-Up Guide offers an insider's look at this world. It's a fascinating read for anyone contemplating how to build or participate in a successful start-up.

Turn Your Great Idea into a Thriving Business! "A guide that sets first-time entrepreneurs' feet in the right direction." Geoffrey Moore, author, Crossing the Chasm "There are many books on entrepreneurship, but this is one of the few that will convert individuals to entrepreneurs." Desh Deshpande, founder, Deshpande Center for Technological Innovation, MIT; chairman, A123 Systems; cochair, National Council for Innovation and Entrepreneurship About the Book: Are you among the many Americans who dream of starting a business but think you don't know how? Help has arrived . . . For generations, Dartmouth College and the Tuck School of Business have influenced and driven global entrepreneurship. Dartmouth firsts include the world petroleum industry, technological breakthroughs like artificial intelligence and BASIC computer language, as well as popular products, such as the Nerf football and the game Cranium. Today a key resource for the Dartmouth Community is the Dartmouth Entrepreneurial Network (DEN), which helps anyone from undergraduates to faculty to alumni get their ideas off the ground and into the marketplace. In From Idea to Success, entrepreneur, professor, and DEN founder Gregg Fairbrothers takes you step by proven step through the DEN approach, showing you how to apply the same principles to make your vision a reality. If you have an idea—any idea—from major technology innovations, to consumer products or services, to social enterprises, From Idea to Success shows you how to bring it to fruition. This A to Z guide based on the startup experiences of literally hundreds of entrepreneurs makes the process simple as possible by breaking it down into three distinct parts: Step 1: Focusing and Refining Your Idea Define your goals, pinpoint your market, protect your idea, manage the risks in your undertaking Step 2: Business Planning Best Practices Create a business plan, build your team, learn about the competition, raise finances, get the important legal issues right the first time Step 3: Managing Your Company Build your negotiating, selling, and decision-making skills; manage your finances; correct your course; manage the transition to a healthy, growing business Building a vibrant company based on your own creativity and hard work is one of the most fulfilling human enterprises there is. With this book and your own experience you can think and act like a successful entrepreneur from the very start.

What Great Entrepreneurs Really Do

Effective Small Business Management

Innovation and Entrepreneurship

New Venture Creation