

New Venture Management The Entrepreneurs Roadmap

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~~Entrepreneurship and New Venture Management~~

This book is about effectiveness; and what a new manger needs to know to run a new venture successfully. KEY TOPICS: New venture opportunities, planning, marketing, financing, and growth management. MARKET: For entrepreneurs looking to develop a new venture or small business.

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Overview. This book offers students a comprehensive, accessible guide to launching and managing a new venture. Beginning with the planning process and continuing to marketing, financing, and growth, it gives students the insights and practical skills they need to be successful entrepreneurs. This edition ' s structure aligns more logically with the venture ' s lifecycle, so the reader is equipped to develop a strong business model.

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The growth of any new business venture is a product of both the opportunity selection and management factors. The true mark of a good venture is how it manages growth and whether it can sustain it. Centralized decision making and informal controls characterize entrepreneurial management.

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