

SEVENTH EDITION

Launching New Ventures

An Entrepreneurial Approach

Kathleen R. Allen

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S Ashworth



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Launching New Ventures: An Entrepreneurial Approach Kathleen R. Allen, 2018-12-17 LAUNCHING NEW VENTURES 8e provides tomorrow's entrepreneurs with the tools to launch a successful new business in a global marketplace today. When you have completed this book and its activities, you will not be able to make a wise decision about whether entrepreneurship is for you. You will have learned and practiced the skills and tools needed for success. Even if you decide that entrepreneurship is not for you, the skills and tools you will have acquired will be valuable in any career you choose because every career is associated with business. You will find that the book has a journalistic style so it's very readable. And with the new inline digital activities, you'll be able to break up your reading with a learning activity to reinforce what you've read. Part One introduces the foundations of entrepreneurship and helps you understand the entrepreneur's journey, including the kinds of decisions that entrepreneurs make. It also explains the opportunity creation process and the tasks that you must undertake before starting a business. Part Two addresses the heart of entrepreneurial activity: the development and testing of a new business model through feasibility analysis. Here you will learn the tools and skills needed to validate an opportunity, build a founding team, and estimate startup requirements. Part Three focuses on the planning that goes into designing an effective, scalable startup organization, including a marketing plan. It also addresses the key topics of ethics, social responsibility, and the legal form of organization. Part Four looks at planning for growth and change in your new organization and includes growth funding, growth strategies, accessing the public markets, and planning for harvest and exit. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

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research under one cover to provide a resource which will be useful across disciplinary boundaries and for a whole range of students and researchers

Dynamic Management of Growing Firms Lorraine Uhlaner, John Psarouthakis, 2025-12-10 This innovative volume offers a step by step planning strategy and a set of self assessment tools for CEOs and managers of established firms to help them refocus away from crisis management and toward more effective planned profitable growth in this age of global competition Derived from open systems theory empirical research and practical experience the Dynamic Systems Planning Model the core of the book aids strategists and scholars in identifying and analyzing a comprehensive set of core competencies of the organization to assure growth and profitability providing a much broader perspective than the marketing and financial focus of strategy in the 1980s The Dynamic Systems Planning Model is a tool to help the entrepreneur simplify the often chaotic changes that small and mid sized companies experience as they grow The model identifies seven enduring system issues that must be strategically operationally and dynamically managed on an ongoing basis as the company and its environment change over time The authors link the strategic significance of the seven elements of the model market strategy resource acquisition resource allocation work flow human relations public relations and technical mastery to the creation of a stronger company Many of the research results presented here come from one of the largest and most comprehensive studies ever done on strategy and growth in small to mid sized firms All concepts are illustrated with a case history of J P Industries a former Fortune 500 company It will be a valuable book for practitioners owners CEOs presidents board members managers of small and medium sized firms and researchers and students focusing on entrepreneurship organization theory and business strategy

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Growing and Managing an Entrepreneurial Business Kathleen R. Allen, 1999 ToC cont Ethics and social responsibility Appendix Koidra Tek Asia Business Suite business plan This book introduces the reader the up and coming entrepreneur to the latest perspectives on organizational management It proposes that to compete and grow in this challenging environment companies must put the customer at the center of the business and integrate total quality The concepts present in this book of vision agile webs core values virtual organizations continuous improvement core competencies relationship marketing and mass

communication are very much a part of business practices today The key issues in this book revolve around the customer the product service the process the organization and leadership and are considered as interdependent components of an integrated organization The topics discussed in this book have value for small business owners and entrepreneurs alike who need to be proactive and flexible to meet the demands of rapidly changing customer needs in a global marketplace Pref

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entrepreneurs and investors and economic reasoning all fail to support the existence of widespread capital gaps for start up high growth firms Nor does this evidence show capital in short supply in some regions in industrial sectors including high technology or for women and minorities Nor do existing federal programs providing capital to emerging high growth businesses reveal capital gaps Rather they either unnecessarily duplicate private investment or represent poor investment decisions This study shows that calls for increased federal intervention using public monies to plug capital gaps are unjustified

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