

WILLIAM J. STOLZE

STARTUP

An Entrepreneur's Guide to Launching & Managing a New Venture

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Startup An Entrepreneurs Guide To Launching And Managing A New Venture

Paul Kendall



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The Young Entrepreneur's Guide to Starting and Running a Business Steve Mariotti, 2000 Describes the characteristics of a successful entrepreneur explains how to start and run a business and offers tips on costs investment market research and negotiation

Startup Kevin Ready, 2012-02-01 If I was going to start a new business today I would be sure to study and pay close attention to Kevin Ready's new book Startup His wisdom experience and his self effacing and honest writing make this a real gem for aspiring entrepreneurs and business people of all kinds Bob Beaudine author of *The Power of WHO Startup An Insider's Guide to Launching and Running a Business* is for people who are excellent at something product or web development writing code marketing or selling anything but who are now toiling for others Yet they have long had a dream to take that special skill set and use it on their own terms in a startup business This pattern is romanticized by the media in the form of the tech entrepreneur the guy brainstorming with buddies in a garage who ends up selling his startup for millions But what is the reality behind stories like that one For that matter what mental processes frames of reference hard knocks and lessons learned make up the back story behind any startup success This book not only reveals the actual experience of entrepreneurship but it provides readers with a set of universal entrepreneurial skills and tools they can use to build a business Author Kevin Ready has made this journey and more than once He earned his MBA Master of Business Acquisition through numerous encounters with situations problems black holes bad employees sea monsters not enough money and other karate chops to the organizational body Startup illustrates in detail the lessons he learned the hard way so you don't have to Backed up by stories of both his successes and failures Ready helps readers learn shortcuts to help them do what eight out of 10 entrepreneurs can't Build and sustain a successful start up Illustrates the entrepreneurial journey from start to finish Helps readers decide or not to start a business Provides dozens of lessons learned and other takeaways budding entrepreneurs can put to use today

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