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# ESSENTIALS OF Entrepreneurship *and* Small Business Management



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# Small Business Management Entrepreneurship And Beyond

**Timothy S. Hatten**



## **Small Business Management Entrepreneurship And Beyond:**

*Small Business Management* Timothy S. Hatten, 2005-04 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 and realistically. 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.

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Entrepreneurship Development is designed specifically for the Higher Secondary First Year course under the Assam State School Education Board. This book aims to equip students with a foundational understanding of entrepreneurship and its crucial role in individual social and economic development, especially in the context of Assam and the North Eastern region of India. Entrepreneurship today is not merely about starting a business; it is about identifying opportunities, solving problems, taking initiative, and creating value. In a rapidly changing world, nurturing entrepreneurial thinking from a young age is essential to building a generation that is confident, innovative, and self-reliant. The book has been developed in alignment with the prescribed syllabus and structured into four comprehensive units. Unit 1, Introduction to Entrepreneurship, lays the groundwork by introducing the concept, aims, objectives, scope, and evolution of entrepreneurship while highlighting its interdisciplinary nature. Unit 2, Developing Entrepreneurial Quality and Motivation, delves into the personality traits and behavioural bases of successful entrepreneurs. It emphasizes self-awareness, problem-solving skills, creativity, communication, and motivation, all of which are vital for aspiring entrepreneurs. Unit 3, Dynamics of Entrepreneurship, explores various entrepreneurial perspectives, the historical development of entrepreneurship in India, particularly in the North East, and identifies local opportunities and challenges. This unit aims to contextualize entrepreneurship within students' immediate socio-economic and cultural surroundings. Unit 4, Government Policies and Schemes, provides insights into key industrial policies since independence and introduces students to various government initiatives that support entrepreneurial ventures. It is designed to familiarize students with practical knowledge about the institutional support system available for entrepreneurs. Additionally, case studies have been included to provide real-life insights and inspire students by showcasing successful entrepreneurial stories and scenarios that reflect both challenges and achievements. This book is the result of thoughtful curation and sincere effort to blend theoretical knowledge with practical relevance. It is written in simple and accessible language to suit the learning needs of Higher Secondary students while stimulating their curiosity and ambition. We hope this book will not only meet academic requirements but also ignite the entrepreneurial spirit among students, encouraging them to become job creators rather than job seekers in the future.

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