

ENTREPRENEURSHIP

GINO WICKMAN

- 🔍 **INNOVATION AND ENTREPRENEURSHIP** PETER DRUCKER, 2014-09-15 How can management be developed to create the greatest wealth for society as a whole? This is the question Peter Drucker sets out to answer in *Innovation and Entrepreneurship*. A brilliant, mould-breaking attack on management orthodoxy it is one of Drucker's most important books, offering an excellent overview of some of his main ideas. He argues that what defines an entrepreneur is their attitude to change: 'the entrepreneur always searches for change, responds to it and exploits it as an opportunity'. To exploit change, according to Drucker, is to innovate. Stressing the importance of low-tech entrepreneurship, the challenge of balancing technological possibilities with limited resources, and the organisation as a learning organism, he concludes with a vision of an entrepreneurial society where individuals increasingly take responsibility for their own learning and careers. With a new foreword by Joseph Maciariello
- 🔍 **A GENERAL THEORY OF ENTREPRENEURSHIP** SCOTT ANDREW SHANE, 2003 'This ambitious book draws upon a wide variety of literature in developing a comprehensive theory of entrepreneurship, ranging from the discovery of entrepreneurial activities, to industry differences in entrepreneurial activity, to the organizing process. It represents a major contribution to the field.' - Arnold C. Cooper, Purdue University, US 'Professor Scott Shane provides a deep and comprehensive discussion of the individual-opportunity nexus in entrepreneurship. Eschewing the usual approaches of either focusing exclusively on the individuals and their motivations and actions or focusing exclusively, almost always ex-post, on the economic potential of opportunities, Scott Shane fixes his gaze squarely on the nexus of the individual and the opportunity. It is this nexus that I believe is the building block for a better understanding of the entrepreneurial phenomenon.' - From the foreword by Sankaran Venkataraman In the first exhaustive treatment of the field in 20 years, Scott Shane extends the analysis of entrepreneurship by offering an overarching conceptual framework that explains the different parts of the entrepreneurial process - the opportunities, the people who pursue them, the skills and strategies used to organize and exploit opportunities, and the environmental conditions favorable to them - in a coherent way.
- 🔍 **ENTREPRENEURSHIP DEVELOPMENT** S. ANIL KUMAR, 2008 This book presents a lucid treatment of a wide range of issues involved in the development of entrepreneurship. It presents an insight into the identification of business opportunities, creating a venture and financing and managing it. The book further explains the choice of technology and equipment, man, machine and materials management, PERT and CPM and quality assurance. The book highlights the various legal provisions relevant to entrepreneurship and concludes with a chapter on social responsibility and business ethics. With its wide coverage and step-by-step approach, the book would serve as an ideal text for various undergraduate courses on the subject including B. Com., B.A. and B.Sc. (Vocational), Bio-Technology, BBM, MBA and to the entrepreneurs.
- 🔍 **WHAT IS ENTREPRENEURSHIP? - HISTORICAL APPROACH AND CRITICAL DISCUSSION** STEFANIE DRESCHER, 2007-11-05 Seminar paper from the year 2007 in the subject Business Economics - Business Management, Corporate Governance, grade: 2,0, University of Aberdeen, 22 entries in the bibliography, language: English, abstract: Executive Summary ENTREPRENEURS ARE DOUBTLESSLY NOT LIKE OTHER PEOPLE. THEY DIFFER POSSIBLY BY PERSONAL ATTRIBUTES, FAMILY BACKGROUND OR GAINED EXPERIENCES IN THEIR PRIVATE OR PROFESSIONAL LIFE. NOT EVERYONE HAS IT IN ONESELF TO BE AN ENTREPRENEUR. THE MAJORITY OF START-UPS WORLDWIDE NEED TO DECLARE BANKRUPTCY AFTER A SHORT TIME. THE ART HERE IS TO ASSURE THE SURVIVAL OF THE BUSINESS AND TO GUARANTEE ITS EXPANDING. THERE ARE VARIOUS THEORIES TRYING TO EXPLAIN WHY SOME PEOPLE CAN MAKE IT AND OTHERS DO NOT. IS IT DUE TO THE EDUCATION? OR IS THE INDIVIDUAL'S CHARACTER AND TEMPERAMENT THE CRUCIAL FACTOR? ANOTHER QUESTION IN THIS CONTEXT IS, IF IT IS POSSIBLE TO BECOME A SUCCESSFUL ENTREPRENEUR OR IF ENTREPRENEURS HAVE SOME INHERENT QUALITIES OR TALENTS THAT OTHERS NEVER WILL HAVE. THE ROLE OF THE ENTREPRENEUR IN SOCIETY HAS CHANGED IN RECENT YEARS. HE HAS IMPROVED HIS INTERNATIONAL STANDING; PEOPLE RECOGNISE HIS CREATIVE INNOVATIONS THAT SIMPLIFY OUR LIVES, BOOSTING THE ECONOMY THROUGH SELF-EXERTION AND ADDING NEW JOBS. HARRELL (1992) SUMMARISES THAT "IF IT WERE NOT FOR THE ENTREPRENEURS, WE WOULD BE IN A DEPRESSION THAT WOULD MAKE 1929 SEEM LIKE A BOOM". THE GERMAN CHAMBER OF INDUSTRY AND COMMERCE (2002) SUPPORTS THIS POINT OF VIEW. "ENTREPRENEURS...FACILITATE PRODUCTIVE CHANGE AND VITALIZE COMPETITION AND HENCE MOST CITIES SUPPORT THEM."
- 🔍 **DISCIPLINED ENTREPRENEURSHIP** BILL AULET, 2013-08-12 24 Steps to Success! Disciplined Entrepreneurship will change the way you think about starting a company. Many believe that entrepreneurship cannot be taught, but great entrepreneurs aren't born with something special - they simply make great products. This book will show you how to create a successful startup through developing an innovative product. It breaks down the necessary processes into an integrated, comprehensive, and proven 24-step framework that any industrious person can learn and apply. You will learn: Why the "F" word - focus - is crucial to a startup's success Common obstacles that entrepreneurs face - and how to overcome them How to use innovation to stand out in the crowd - it's not just about technology Whether you're a first-time or repeat entrepreneur, Disciplined Entrepreneurship gives you the tools you need to improve your odds of making a product people want. Author Bill Aulet is the managing director of the Martin Trust Center for MIT Entrepreneurship as well as a senior lecturer at the MIT Sloan School of Management. For more please visit <http://disciplinedentrepreneurship.com/>
- 🔍 **ENTREPRENEURSHIP** STEPHEN ROPER, 2012 This concise new textbook provides an introduction to topics in entrepreneurship in a global context; focusing on how enterprise works across the world. Important topics such as financing, innovation and social enterprise are discussed in detail and brought to life by a raft of pedagogical features. Entrepreneurship: A Global Perspective is suitable for both final year undergraduate and postgraduate courses in enterprise.
- 🔍 **THE UNICORN'S SHADOW** ETHAN MOLLICK, 2020-06-23 Bringing hard data to the way we think about entrepreneurial success, this bold call to action draws on the latest scientific evidence to dispel the most pervasive startup myths and light a path to entrepreneurship for those eclipsed by the hype. When you think of a successful entrepreneur, who comes to mind? Bill Gates? Mark Zuckerberg? Or maybe even Jesse Eisenberg, the man who played Zuckerberg in The Social Network? It may surprise you that most successful founders look very different from Zuckerberg or Gates. In fact, most startup origin stories are very different from the famous unicorns that have achieved valuations of over \$1 billion, from Facebook to Google to Uber. In *The Unicorn's Shadow: Combating the Dangerous Myths that Hold Back Startups, Founders, and Investors*, Wharton School professor Ethan Mollick takes us to the forefront of an empirical revolution in entrepreneurship. New data and better research methods have overturned the conventional wisdom behind what a successful founder looks like, how they succeed, and how the startup ecosystem works. Among the issues he examines: Which founders are most likely to succeed? Where do the best startup ideas come from? What's the most foolproof way of securing the funding needed to take a company to the next level? Should your sales pitch really be something out of Hollywood? What's the best way to grow and scale your company and create a thriving culture that won't hinder expansion? Mollick argues that entrepreneurship is too important, both for society and for the individuals who start companies, to be eclipsed by the shadows of unicorns. He shows we can democratize entrepreneurship—but only by following an evidence-based approach that puts to rest the false narratives that surround it.
- 🔍 **ENTREPRENEURSHIP FOR DUMMIES** KATHLEEN ALLEN, 2000-10-30 Today's business marketplace is filled with news of small business and entrepreneurs making it big. Entrepreneurship For Dummies brings everything the reader needs to get started in business into one package. From developing an opportunity and coming up with a concept to actually creating the company, this book guides readers step-by-step. Included are all the procedures necessary to create a successful business. Learn how to know your customer, test and protect your product, test distribution, and create a business plan. Discover how to find the best legal structure, business model, organization plan, marketing plan, and financial plan.
- 🔍 **ENTREPRENEURSHIP** NORRIS F. KRUEGER, 2002 This new collection provides a much needed retrospective view of the key academic work published in this area. The papers here highlight the importance of studying entrepreneurship from a wide range of perspectives, including research that derives from economics, history, sociology, psychology and from different business disciplinary bases such as marketing, finance and strategy. The overall focus in this set is on entrepreneurial activity, rather than specifically small or family-owned business and favours research articles over those that deal purely with practice.
- 🔍 **ENTREPRENEURSHIP** DAFNA KARIV, 2011-05-03 This groundbreaking textbook differs from its competitors by placing an emphasis both on the core processes and practices of entrepreneurship, as well as demonstrating the impact of complex, local environments in shaping processes of entrepreneurship.
- 🔍 **THE MONOCLE BOOK OF ENTREPRENEURS** TYLER BRULE, JOE PICKARD, 2022-03-29 At a time of unprecedented change in the way we work, the editors of Monocle are here to help us envision, create, and make a success of a new business or reboot an existing one. As we face a world that is undergoing unparalleled change, no area is more dynamic than business. To help us understand, navigate, and succeed in this new world, the team at Monocle brings together its unique knowledge of culture, politics, economics, and business. Featuring stories of people running enterprises on every scale, the inspirational tales in this book provide readers with insights into the challenges and joys of creativity and entrepreneurship. These unmatched case studies reveal, among many success stories, how leaders choose branding, hire teams, and design workspaces for today's needs. Whether you are planning to make a life change, start a new business, or reinvigorate an existing one, *The Monocle Book of Entrepreneurs* is a resource for anyone who wants to make a difference in their work and life.
- 🔍 **ENTERPRISE, ENTREPRENEURSHIP AND SMALL BUSINESS** SIMON DOWN, 2010-03-18 'A thoughtful and reflective account of enterprise, offering meaningful and contextualized knowledge to students at all levels, written in a style that is as engaging as it is informative - and peppered with unobtrusive dry wit' - Professor Sara Carter, OBE, Hunter Centre for Entrepreneurship, University of Strathclyde Enterprise, Entrepreneurship and Small Business is an exciting new text for all students of business. Broad and inquisitive in its intellectual outlook, this provocative but accessible textbook covers core themes and topics in the study of enterprise, as well as looking at subjects that are often ignored, from criminal entrepreneurs and the demise of Enron, to 'entre-tainment' and ethnic and indigenous entrepreneurship. Along the way, the reader will find an interactive exploration not only of the processes of entrepreneuring, of managing small enterprises, or of the implications of working in an entrepreneurial corporation - he or she will also be challenged to consider enterprise in its social, economic, political and moral contexts. This textbook moves beyond the narrow, prescriptive focus on the 'how' employed by other textbooks, and places equal emphasis on the 'why' - all the time considering the role of enterprise, entrepreneurship and small business in the world we live in. Supported by lively case studies, real-life examples and a concept guide of key terms, this text is ideal for undergraduate and postgraduate students on any course with an emphasis on enterprise and entrepreneurship.
- 🔍 **ENTREPRENEURIAL LEAP** GINO WICKMAN, 2019-10-15 You've thought about starting your own business . . . but how can you decide if you should really take the leap? There's a lot on the line, and you have to ask yourself difficult questions:

Do I have what it takes? Is it worth it? And how the hell do I do it? You need answers, not bullshit. This book has them. Entrepreneurial Leap: Do You Have What It Takes to Become an Entrepreneur? is an easy-to-use guide that will help you decide, once and for all, if entrepreneurship is right for you—because success as an entrepreneur depends on far more than just a great idea and a generous helping of luck. In this three-part book, Gino Wickman, bestselling author of Traction, reveals the six essential traits that every entrepreneur needs in order to succeed, based on real-world startups that have reached incredible heights. If these traits ring true for you, you’ll get a glimpse of what your life would look like as an entrepreneur. What’s more, Wickman will help you determine what type of business best suits your unique skill set and provide a detailed roadmap, with tools, tips, and exercises, that will accelerate your path to startup success. Packed with real-life stories and practical advice, Entrepreneurial Leap is a simple how-to manual for big results. Should you take the leap toward entrepreneurship? Find out today and let tomorrow be the first step in your new journey, whatever shape it may take.

📖 **The Lean Startup** Eric Ries, 2011-09-13 Most startups fail. But many of those failures are preventable. The Lean Startup is a new approach being adopted across the globe, changing the way companies are built and new products are launched. Eric Ries defines a startup as an organization dedicated to creating something new under conditions of extreme uncertainty. This is just as true for one person in a garage or a group of seasoned professionals in a Fortune 500 boardroom. What they have in common is a mission to penetrate that fog of uncertainty to discover a successful path to a sustainable business. The Lean Startup approach fosters companies that are both more capital efficient and that leverage human creativity more effectively. Inspired by lessons from lean manufacturing, it relies on “validated learning,” rapid scientific experimentation, as well as a number of counter-intuitive practices that shorten product development cycles, measure actual progress without resorting to vanity metrics, and learn what customers really want. It enables a company to shift directions with agility, altering plans inch by inch, minute by minute. Rather than wasting time creating elaborate business plans, The Lean Startup offers entrepreneurs—in companies of all sizes—a way to test their vision continuously, to adapt and adjust before it’s too late. Ries provides a scientific approach to creating and managing successful startups in a age when companies need to innovate more than ever.

📖 **The Venture Adventure** Daryl Bernstein, Joe Hammond, 1996-09 From the author of Better Than a Lemonade Stand: Small Business Ideas for Kids comes a guide that shows readers how to turn vision into venture capital by creating a business. Includes the author’s 33 hottest business opportunities of today.

📖 **The Illusions of Entrepreneurship** Scott A. Shane, 2010-01 Provides research-based answers to questions surrounding entrepreneurship, including why some entrepreneurs succeed and what strategies contribute to the profitability of new businesses.

📖 **You Don’t Need This Book** Ben McDougal, 2021-03-10 You don’t need this book. The entrepreneurial spirit is fueled by action, and we can all do more with less in the connected era. If you commit to the adventure of a lifetime and are willing to endlessly persist, we can each achieve career nirvana while inspiring the world around us. While the title of this book is true, if you’re a caffeinated change maker thirsty for what’s next, this synthesized narrative will provide innovative energy to help you start that new business, improve an existing company, fire up a side hustle, or evolve your own entrepreneurial ecosystem. About the author Ben McDougal is an experienced entrepreneur and energized entrepreneurial ecosystem builder. He is passionate about the art of connection, accelerating entrepreneurs, and evolving ideas into reality. Ben has been inspired by thousands of fellow founders nationwide and wrote this book to help you champion change on the timeline of now. Learn more at www.BenMcDougal.com.

📖 **An Introduction to Entrepreneurship** Eamonn Butler, 2020-10-01 Entrepreneurs play a pivotal role in boosting progress, productivity and prosperity. They drive economic growth and create new opportunities. Their innovations transform people’s lives. Yet their enormous contribution is not widely understood – and is often completely overlooked in economics textbooks. Here, author Eamonn Butler sets the record straight – explaining the vital role of entrepreneurship, exploring its economic and social significance, and examining the conditions needed for it to thrive. Along the way, he considers the kind of “unusual” people who become entrepreneurs. Who knew, for example, that Facebook’s Mark Zuckerberg, Microsoft founder Bill Gates, Apple co-founder Steve Jobs and Uber founder Travis Kalanick all dropped out of university? Or that Virgin Group founder Sir Richard Branson and IKEA founder Ingvar Kamprad never went to university at all? An Introduction to Entrepreneurship spotlights the strengths of entrepreneurship, whilst acknowledging its shortcomings. It discusses (often-misguided) attempts by governments to foster it. And it eloquently states the case for rehabilitating entrepreneurship into mainstream economics and politics. Above all, it provides an appreciation of – and a basic introduction to – what entrepreneurship is, why we need it, and how we can encourage it.

📖 **Against Entrepreneurship** Anders Rtenblad, 2020-10-28 This book explores whether there is reason to be against entrepreneurship. Just like literature on the darker sides of entrepreneurs and entrepreneurship, the book is an answer to the one-sided, overly positive and uncritical image of entrepreneurship. The “twist” in this book, in comparison with literature on dark sides of entrepreneurship, is to explore being against entrepreneurship. From various perspectives such as lexical semantics, Marxism, philosophy of science and psychology, the contributors contemplate on why there may be reason to be against entrepreneurship discourse as well as entrepreneurship practice. Some chapters are based on first-hand empirical data, others are conceptual. The main overall conclusion is that there are some strong arguments for being against entrepreneurship discourse, as well as for being against certain aspects of entrepreneurship practice. Before it is reasonable to be against entrepreneurship practice in total, a convincing and practicable alternative needs to be developed. This book will be valuable reading for entrepreneurship scholars, as well as academics working in the fields of business ethics, (critical) management, and international business.

📖 **Handbook of Research on International Entrepreneurship** Leo Paul Dana, 2004 Dana’s Handbook is an essential read for international entrepreneurship scholars as well as policymakers and practitioners concerned with the dynamics associated with the international entrepreneurship process. Succinct reviews of the literature and useful summary tables relating to key themes and studies are presented by a number of contributors. . . Paul Westhead, International Small Business Journal This is a formidable and weighty tome. . . More important than sheer quantity is consideration of the quality, and here the broad spread yet eclectic choice of the research papers is most enlightening. The contributing authors have collectively condensed much of the knowledge garnered from the past five years of this global field into one handy sourcebook. . . The end result is, indeed, a fresh recognition, if recognition still needs to be made, of the major importance of this new global growth phenomenon of international entrepreneurship. Mark Haydon, International Journal of Entrepreneurship and Innovation The Handbook is a nearly comprehensive reference work to the field that will be useful to scholars new to the area as well as those already engaged in it. . . I was impressed by the diversity of the authors. . . The Handbook is an excellent broad reference to the field. Ben Oviatt, Journal of International Business Studies Over the last few years there has been an increased interest in research on the internationalization of new ventures and the global challenges facing growing young businesses. The Handbook of Research on International Entrepreneurship has collected and synthesized the contributions of leading researchers in an effort to define and categorize the unique contributions and state-of-the-art of this emerging field. It provides a comprehensive, multi-disciplinary treatment that advances the frontiers of knowledge regarding the fundamental concepts, methods, and theories of international entrepreneurship. The Handbook should serve as both an authoritative and comprehensive reference work for researchers, and a state-of-the-art compilation of new insights for educational leaders. Ari Ginsberg, New York University Stern School of Business, US Entrepreneurship and international business have remained separate subjects for far too long. The study of international entrepreneurship thrives on the cross-fertilisation of ideas between these fields. It is one of the most dynamic research areas in economics and management. The contributors to this Handbook are the pioneers in the field, and this volume provides a definitive survey of their work. Mark Casson, University of Reading, UK These notable researchers share a common dedication to rigorous methodologies and vigorous research. Together in this volume, the researchers have assembled and presented a cross-section of tested methods, and innovative approaches. These contributions are an inspiration to younger researchers, and this bids fair to set the tone, and level of intellectual rigour and vigour for future research in the emerging field of international entrepreneurship. From the preface by Bob Kirk, University of Canterbury, New Zealand This unique reference book provides an array of diverse perspectives on international entrepreneurship, a new and emerging field of research that blends concepts and methodologies from more traditional social sciences. The Handbook includes chapters written by top researchers of economics and sociology, as well as academic leaders in the fields of entrepreneurship and international business. State-of-the-art contributions provide up-to-date literature reviews, making this book essential for the researcher of entrepreneurship and the internationalisation of entrepreneurs.

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ENTREPRENEURSHIP INTRODUCTION

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