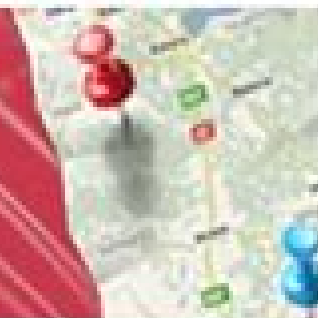


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and trademark licensing respectively Kushell presided over her own company's growth while attending college full time Her book draws on her invaluable hands on experience It's not so much a how to start a business book as it is a how to cope with life while starting and succeeding in your own business book the author says All I can say is that this is the real deal the real story With wit candor and exuberance for her subject Kushell gives practical and personal insight from a young entrepreneur's point of view to help new business owners get through their first few years The book also teaches you tricks of the trade that you can rely on to compete successfully in a business world with people twice your age and companies God knows how many times as big she adds The Young Entrepreneur's Edge addresses key topics such as trying to obtain capital and writing a business plan which the author says are among the biggest obstacles for young entrepreneurs But the book also tackles critical areas that other business books rarely address how to get older people to take you seriously how not to starve when you're broke how to win your family's approval how to get out and meet important people how not to get carded when entertaining clients and other unique situations faced by young business people Praise for The Young Entrepreneur's Edge Fresh college graduates frustrated by the job search should pick up a copy of this book Los Angeles Times Can help both job seekers and job holders rethink their idea of gainful employment Mademoiselle Entertaining fast reading and immensely sensible Kushell is a human dynamo Sacramento Bee Every young entrepreneur needs good ideas and this book is full of them Fred Deluca founder and president of Subway R Restaurants It is a must read for my students Kathleen R Allen Ph D The Entrepreneur Program University of Southern California

Adaptive Innovation: An Entrepreneur's Guide To Technology Innovation Charles Cooney, Howard Califano, Virginia Cha, Uday Deshpande, Krishna Kumar Nallur, 2022-11-02 This book provides a framework for translating ideas from the academic laboratory to commercial ventures The book is designed for academic researchers advanced PhD students post doctoral fellows university faculty and staff who believe their research ideas could be the basis for a commercial venture The book contains a complete program to create their entrepreneurial ecosystem by enabling scientist entrepreneurs to drive their discoveries to commercial impact The authors from MIT and SMART have been working with academic researchers in Singapore for over ten years to help them de risk an idea for an early stage technology based venture to prepare them to raise capital and initiate a NewCo We developed a set of best practices during this work by teaching over 300 scientists researchers and postdocs in our Bootcamp for academic researchers and providing them with the tools to be scientist entrepreneurs These teams have gone on to start over 44 companies Through our real time experience in working with academic researchers supplemented with our personal experience in technology start ups we developed the Adaptive Innovation Framework It is a must read for any researcher scientist or engineer in the deep tech area who wants to drive their discovery to commercial success and achieve societal impact [New Beginnings: Start Your Own Business Workbook](#) Blake Archuleta, 2025-03-01 Are you feeling trapped in a job that stifles your creativity and potential New Beginnings offers a transformative message anyone regardless of their current

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A Veteran's Guide to Entrepreneurship ,1994 **New Venture Management** Donald F. Kuratko,Jeffrey S. Hornsby,2020-12-28 The third edition of this practical textbook provides an introduction to the world of new and emerging ventures and to the fundamentals of effective new venture management including such diverse activities as planning marketing financing and growth This textbook is divided into four distinct parts guiding readers through the entire new venture management process and focusing in turn on ideas and opportunities planning finance and management challenges

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Disciplined Entrepreneurship Startup Tactics Paul Cheek, 2024-04-02. A hands-on practical roadmap to get from great idea to successful company. In *Disciplined Entrepreneurship Startup Tactics*, renowned entrepreneur and Executive Director of the Martin Trust Center for MIT Entrepreneurship, Paul Cheek delivers an actionable field guide to transforming your one great idea into a functional, funded, and staffed startup. Building on the ideas presented in the bestselling *Disciplined Entrepreneurship*, the author delivers a startlingly complete and comprehensive set of solutions you can implement immediately to advance your company to its next stage of growth. This is not a theoretical book. You'll find ground-level, down-and-dirty entrepreneurial tactics like how to conduct advanced primary market research, market and sell to your first customers, and take a scrappy approach to building your first products that keep your firm growing. These tactics maximize your impact with limited resources. You'll also discover effective marketing tactics specific to early startups that go beyond cookie-cutter digital MarTech solutions. Tactics for designing and testing your product concepts yourself before investing limited resources in developing a fully functional product. Methods for equity distribution that minimize conflict and maximize investor return. An invaluable resource for founders and entrepreneurs. *Disciplined Entrepreneurship Startup Tactics* will also benefit any professional working at an early stage startup or launching new products looking for concrete solutions to the most common and difficult problems faced by young companies and the people who work in them.

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