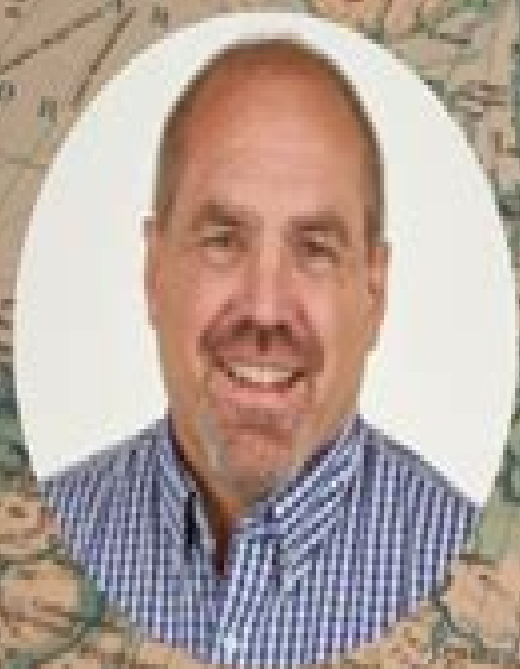




INTRODUCTION TO BUSINESS STAGES: THE ENTREPRENEUR'S MARKETING ROADMAP

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practitioner s point of view and equip you with the skills tools and framework you need to succeed Now revised their Second Edition includes four new chapters Chapter 5 Financing the Closely Held Company Chapter 6 Equity Financing for High Growth Chapter 8 Business Models and Chapter 12 Communicating the Opportunity and Making a Presentation Key features A Focus on Real Entrepreneurs Examples and case studies demonstrate the problems and solutions that real entrepreneurs have encountered in their own businesses A Clear Road Map for Success The book s road map framework identifies practical tasks that you will accomplish as you work through the four stages of entrepreneurship starting the venture financing implementation and launching entrepreneurial businesses Opportunities for Practice Examples and exercises provide you with opportunities to apply skills before actually launching a business Insights from Experienced Entrepreneurs The authors share the experience and wisdom they gained from launching their own successful ventures Extensive Supplemental Material Additional cases audio interviews demonstrations of financial concepts sample business plans and legal documents are all available on the book s website *Information Society Technologies* ,2002 *Chicago Tribune Index* ,2007

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