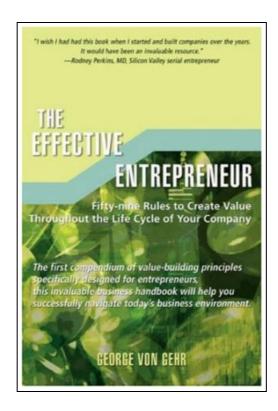
## The Effective Entrepreneur



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## Reviews

This ebook is very gripping and exciting. It is one of the most amazing book we have study. Its been printed in an remarkably easy way and it is only after i finished reading this book through which really transformed me, affect the way i think.

(Camille Greenholt)

#### THE EFFECTIVE ENTREPRENEUR



iUniverse, United States, 2007. Paperback. Book Condition: New. 223 x 147 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. Entrepreneurs experience the highest highs and the lowest lows (sometimes in the same day); events reverse themselves at such speeds that they can easily shred a person s psyche. The issues range across customers, products, technical programs, competitors, employees, and investors . (see Rule No. 58) There is a fine line between self confidence and arrogance; an entrepreneur must walk that fine line, falling on neither side but right in the middle . (see Rule No.3) I wish I had had this book as I started and built companies over the years. It would have been an invaluable resource. It is wisdom, concisely and accurately presented, that takes years to accumulate and should be required reading for every entrepreneur. Rodney Perkins, MD, Silicon Valley serial entrepreneur: Cohesion, Collagen, DFine, Earlens, Laserscope, Novacept, Pulmonics, Resound, Sound ID, and Surgerex. The Effective Entrepreneur is the first compendium of value-building principles specifically designed for entrepreneurs and sequenced according to the company s growth cycle. The 59 rules are organized around the four chronological stages of emerging enterprise evolution in the order a manager might experience them. Inception-recognizing successful start-up alchemy; looking in the mirror for strengths, self-confidence, and leadership; developing business plans and models; leading innovation; and establishing a culture of excellence and integrity. Development-selecting and organizing managers, teams and boards; creating strategy with vitality; building barriers to entry; and succeeding in negotiations. Growth-managing through economic cycles with a global outlook; financing with debt, equity, or corporate partners; and understanding communications basics. Maturity-supervising service providers; determining valuation as a function of timing; and formulating efficacious acquisition integration plans and reali



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