

## Entrepreneurship By Robert D Hisrich 9th Edition

This book focuses on gender and family entrepreneurship, as they are interrelated concepts particularly important in today's global society. The book highlights the significance of the role of gender in the development and growth of family businesses. It helps readers understand the role of family dynamics in business, particularly in terms of succession planning, strategic development and internationalization. Often, both gender and family entrepreneurship are studied independently, but this book aims to marry both perspectives with a novel approach. This creates a synergy between gender and family entrepreneurship that increases the potential value to entrepreneurship scholarship, policy and business practice. This edited book is a useful and insightful addition to the entrepreneurship field.

This book explores different topics in the field of female entrepreneurship, such as motivational factors of female entrepreneurs, career perspectives of women, social female enterprises, tourism and hospitality, and emotional and institutional support of female entrepreneurial initiatives in the perspective of different transitional countries.

The first book to look at innovation/entrepreneurship from an international perspective, *Managing Innovation and Entrepreneurship: A Global Perspective* provides a step-by-step process for managing innovation and entrepreneurship in an organization in both turbulent and stable economic times. Authors Robert D. Hisrich and Claudine Kearney demonstrate how to manage innovation on a day-to-day basis—using a wide range of real world scenarios, theories, principles, best practices, case studies, and modern examples. The book provides detailed coverage of each aspect of the process of innovation required to achieve success, including what it takes to build an innovative and entrepreneurial organization, how to develop innovation and entrepreneurship in both individuals and teams, how to manage and operationalize innovation and entrepreneurship, how to develop a global business plan, and more.

*Entrepreneurship*, by Robert Hisrich, Michael Peters and Dean Shepherd has been designed to clearly instruct students on the process of formulating, planning, and implementing a new venture. Students are exposed to detailed descriptions of 'how to' embark on a new venture in a logical manner. Comprehensive cases at the end of the text have been hand-picked by the authors to go hand-in-hand with chapter concepts. . The superb author team of Hisrich, Peters, and Shepherd draw from their distinct backgrounds to create a book that addresses the dynamics of today's entrepreneurial challenges. From Bob Hisrich's expertise in global entrepreneurship to Mike Peter's background as a both a real-life entrepreneur and academic to Dean Shepherd's current research on cognition and entrepreneurial mindset, this book balances the crucial line between modern theory and practice. .

Recognizing the unique needs of the technology startup, *Duening* focuses on intellectual property development, funding, and marketing/selling more than other texts in this market. Extensive use of technology examples, case studies, and assignments keeps the book relevant and motivating for engineering students. Rich in case studies, examples, and in-chapter elements that focus on the challenges of launching and operating a technology venture In-depth examination of intellectual property development, valuation, deal structuring, and equity preservation, issues of most relevance to technology start-ups Extensive discussion of technology management and continuous innovation as a competitive advantage Addresses the issue of leading, managing, motivating, and compensating technical workers More time on the fundamentals of marketing and selling, as these are elements of entrepreneurship commonly most neglected by engineers and scientists

This volume offers a comprehensive state-of-the-art portrait of entrepreneurship and small business management issues in former Yugoslavian countries. Further, it provides a wealth of theoretical and empirical evidence on the role of entrepreneurship in transition economies and emerging markets. Country-based studies identify the processes in each country that attract financial investors and yield new business and employment opportunities. In addition, the studies highlight institutional constraints and political factors that hinder the development of entrepreneurship in these countries, and offer recommendations for policymakers on how to improve the general business environment. This book will appeal to entrepreneurship researchers, as well as public policymakers in transition economies and emerging markets.

One key for success for an entrepreneur is to obtain sales (revenue) and profits as quickly as possible upon launching the venture. Entrepreneurial Marketing focuses on this and the essential elements of success in order to achieve these needed sales and revenues and then grow the company. The authors build a comprehensive, state-of-the-art picture of entrepreneurial marketing issues, providing major theoretical and empirical evidence that offers a clear, concise view of the field. Through an international approach that combines both theoretical and empirical knowledge on entrepreneurship and marketing, this book informs and enhances an entrepreneurs' creativity, their ability to bring innovations to the market and their willingness to face risk and change the world. Key components addressed include: identifying and selecting the market, determining the consumer needs cost-effectively, executing the basic elements of the marketing mix (product, price, distribution, and promotion) and competing successfully in the domestic and global markets by implementing a sound marketing plan. Numerous illustrative examples bring the content to life. The mix of theoretical content, examples, empirical analyses and case studies, make this book an excellent resource for students, professors, researchers, practitioners, and policymakers all over the world. With the increasing interest in entrepreneurship, a wealth of new ideas and technologies, and a need for new sources of revenue, the focus of this book is to provide insights on the process, elements, and activities needed for a university to successfully create new entrepreneurial ventures. The topics covered include: establishing the process itself, patents and copyrights, the role of incubators and accelerators, and funding sources for starting and growing the new ventures. This book provides the basics for a university to fulfill its third mission — to positively impact the well being of the surrounding area and the local, national, and world economies.

Over three million new companies are founded annually. For the owners to survive the initial start-up stage and actually turn a profit requires patience, drive and determination. *On Your Own* helps new business owners find their niche for successful ventures.

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mindset, this book balances the crucial line between modern theory and practice. Includes Connect: A highly reliable, easy-to-use homework and learning management solution that embeds learning science and award-winning adaptive tools to improve student results.

This second edition of a classic reference work, written by some of the most eminent academics in the field, contains over 30 per cent more entries on entrepreneurship. Comprehensive in scope, it includes topics from business angels, to export services to family business and uncertainty and venture capital. There are also entries on individuals including George Eastman, Howard Hughes, Joseph Schumpeter and Walt Disney. Providing its readers with a unique point of reference, as well as stimulus for further research, this Encyclopedia is an indispensable tool for anyone interested in entrepreneurship, particularly students, scholars and researchers.

In recent years, entrepreneurs and SMEs have been forced to adapt to a rapidly changing, increasingly globalized world, an evolution that has had a profound impact on marketing strategies. This timely volume identifies the many new opportunities available to entrepreneurs and SMEs in the global marketplace, and offers tactical and strategic marketing approaches to help them succeed in the modern business world.

The focus of this book is on technology ventures — how they start, operate, and sometimes exit profitably. In short, it covers all the elements required to launch a successful technology company, including discussion of cutting-edge trends such as "entrepreneurial method" and "lean startup," emphasis on the ideation process and development of an effective business plan, coverage of product and market development, intellectual property, structuring your venture, raising capital, sales and marketing, people management, and even strategies for exiting your venture. This is not another armchair book about entrepreneurship. It's a working guide for engineers and scientists who want to actually be entrepreneurs. An intense focus on product design and development, with customers and markets in mind Extensive discussion of intellectual property development, management, and protection Potent insights into marketing and selling technology products to the global marketplace Techniques for forecasting financials, raising funds, and establishing venture valuation Best practices in venture leadership and managing growth Overview of various exit strategies and how to prepare the venture for exit

'Innovative, well organised, readable and authoritative. This is a text that takes a modern and refreshing approach to a subject that is an essential ingredient on today's economic agenda' - Graham Beaver, Professor of Strategic Management, Visiting Professor to Queensland University of Technology, Fellow of the University of Warwick Not everyone who wants to study entrepreneurship has a theoretical background in business. Specifically written for students who do not have a strong business theory background, the authors of Entrepreneurship for Everyone bring alive the

crucial issues for understanding this dynamic field. Going beyond the traditional textbook, the authors equip students with the necessary business knowledge and essential practical advice on applying that knowledge in the real world, to a range of types of industry - from sustainable industries, information technology, healthcare, biotechnology, as well as the musical and creative industries. Key entrepreneurship concepts that are covered include: - the theories and tools of creative thinking - market research - intellectual property protection - relevant economics If you are coming to this area anew, and especially if you are interested in how entrepreneurship is applied, putting this text back on the shelf could cost you real success.

Designed to instruct students on the process of formulating, planning, and implementing a new venture, this book addresses the dynamics of entrepreneurial challenges. It balances the crucial line between modern theory and practice. This book combines theoretical perspectives and empirical evidence on open innovation and entrepreneurship as two essential ways to help entrepreneurial businesses grow and achieve a competitive advantage. Discussing essential issues at the nexus of entrepreneurship and open innovation, such as enterprise growth, creating competitive advantage, implementation of open innovation, and the overall corporate strategy, the respective contributions demonstrate how open innovation can provide a vital impetus to the growth of entrepreneurial businesses and pave a new way to achieving a competitive edge.

The 9th Edition of Entrepreneurship, by Robert Hisrich, Michael Peters and Dean Shepherd has been designed to clearly instruct students on the process of formulating, planning, and implementing a new venture. Students are exposed to detailed descriptions of 'how to' embark on a new venture in a logical manner. Comprehensive cases at the end of the text have been hand-picked by the authors to go hand-in-hand with chapter concepts. The superb author team of Hisrich, Peters, and Shepherd draw from their distinct backgrounds to create a book that addresses the dynamics of today's entrepreneurial challenges. From Bob Hisrich's expertise in global entrepreneurship to Mike Peter's background as a both a real-life entrepreneur and academic to Dean Shepherd's current research on cognition and entrepreneurial mindset, this book balances the crucial line between modern theory and practice.

This open access book explores the global challenges and experiences related to digital entrepreneurial activities, using carefully selected examples from leading companies and economies that shape world business today and tomorrow. Digital entrepreneurship and the companies steering it have an enormous global impact; they promise to transform the business world and change the way we communicate with each other. These companies use digitalization and artificial intelligence to enhance the quality of decisions and augment their business and customer operations. This book demonstrates how cloud services are continuing to evolve; how cryptocurrencies are traded in the banking industry; how platforms are created to commercialize business, and how, taken together, these developments provide new opportunities in the digitalized era. Further, it discusses a wide range of digital factors changing the way businesses operate, including artificial intelligence, chatbots, voice search, augmented and virtual reality, as well as cyber threats and data privacy management.

"Digitalization mirrors the Industrial Revolution's impact. This book provides a complement of perspectives on the opportunities emanating

from such a deep seated change in our economy. It is a comprehensive collection of thought leadership mapped into a very useful framework. Scholars, digital entrepreneurs and practitioners will benefit from this timely work.” Gina O’Connor, Professor of Innovation Management at Babson College, USA “This book defines and delineates the requirements for companies to enable their businesses to succeed in a post-COVID19 world. This book deftly examines how to accomplish and achieve digital entrepreneurship by leveraging cloud computing, AI, IoT and other critical technologies. This is truly a unique “must-read” book because it goes beyond theory and provides practical examples.” Charlie Isaacs, CTO of Customer Connection at Salesforce.com, USA "This book provides digital entrepreneurs useful guidance identifying, validating and building their venture. The international authors developed new perspectives on digital entrepreneurship that can support to create impact ventures.” Felix Staeritz, CEO FoundersLane, Member of the World Economic Forum Digital Leaders Board and bestselling author of FightBack, Germany

“I can’t think of a more qualified scholar to tackle the difficult subject of ‘governmentpreneurship’ than Bob Hisrich. His vast experience in and knowledge of entrepreneurship has enabled a thorough application of entrepreneurial principles to government organizations. This book should be recommended reading for everyone in government at every level. We can only hope that a new era of governmentpreneurship is launched with this useful and practical guide.” ð Thomas N. Duening, University of Colorado, US Challenging the traditional view that entrepreneurship is exclusively a private-sector concern, Governmentpreneurship presents a compelling argument for increased focus on entrepreneurship in public sector organizations. The only book to date to focus specifically on government entrepreneurship, this innovative volume combines Robert D. Hisrich’s vast theoretical knowledge with the practical experience of Amr Al-Dabbagh, who applied entrepreneurship in the Saudi public sector with excellent results. Featuring forewords by former US President Bill Clinton and former Malaysian Prime Minister Dr. Mahathir Mohamad, as well as four case studies that demonstrate the effectiveness of government entrepreneurship in action, this fascinating book breaks new ground in a rapidly growing field. In a time when government funds are being reduced and its services increasingly questioned, fostering an entrepreneurial spirit within the government becomes a vital concern. Although there is no ideal model for achieving government entrepreneurship, this volume outlines a number of innovative strategies designed to help public sector managers undertake their public mission while developing an entrepreneurial culture within their organization. The authors offer thorough and indispensable advice covering every aspect of government entrepreneurship, from framework to policy to funding and beyond. Finally, the book concludes with four case studies that explore successful government entrepreneurial undertakings in Ireland, Singapore, Saudi Arabia and Switzerland. Government officials and other leaders in the public sector will find this book an indispensable guide to establishing an entrepreneurial focus in their organizations. Professors and students working in entrepreneurship, public sector management, and other business-related fields will also have much to admire in this innovative addition to the literature.

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Elgar Advanced Introductions are stimulating and thoughtful introductions to major fields in the social sciences and law, expertly written by the world’s leading scholars. Designed to be accessible yet rigorous, they offer concise and lucid surveys of the substantive and policy issues associated with discrete subject areas.

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Proven tools for solving today's most persistent entrepreneurial headaches--and keeping the focus on business growth Operating a small business presents entrepreneurs with a continuing series of problems that need to be solved--and, usually, the smaller the business, the bigger the problems. Small Business Solutions focuses on 13 crises that crop up again and again in most small businesses, and details how entrepreneurs have identified and successfully solved them. As a longtime consultant to start-up businesses, Robert Hisrich has seen these solutions work in scores of small businesses, both in the United States and abroad. He divides Small Business Solutions into three categories--marketing, finance, and overall management--and provides market-proven solutions to problem areas in each: Sales & Marketing--Turning sales into profits, focusing a business Finance--Raising capital, monitoring and managing cash flow, valuing a business Management--Choosing the right partner, changing style as a business grows, and more

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This textbook provides a comprehensive overview of the essential issues in effective entrepreneurial management. It first introduces readers to the fundamentals of entrepreneurial management, the nature of entrepreneurial managers and business planning, before exploring the specific topics of creativity and innovation, risk management, entrepreneurial marketing and organization as well as financing. The authors then move to contemporary topics such as entrepreneurial growth strategies, e-commerce challenges, ethical and socially responsible entrepreneurial management, franchising, and managing entrepreneurial family ventures. Each chapter provides a case study and several practice-based examples to help explain the concepts. By providing a truly international approach, this text offers ample theoretical and empirical insights into entrepreneurship and small business management. It is a valuable and up-to-date resource for teachers and students of entrepreneurship.

Combining comprehensive coverage with a wide variety of real-life cases, International Entrepreneurship: Starting, Developing, and Managing a Global Venture gives entrepreneurs the tools they need to successfully launch international ventures in today's hypercompetitive world. Bestselling author Dr. Robert D. Hisrich helps students and entrepreneurs develop global business plans, select international opportunities, and determine the best entry strategy. The text also covers practical considerations such as legal concerns, the global monetary systems, global marketing, and global human resource management for entrepreneurs. The fully updated Third Edition provides increased attention to culture and reflects recent changes in our increasingly globalized world. Readers will also be exposed to new cases featuring international activities of entrepreneurs and ventures throughout the world.

A practical approach for entrepreneurs and investors Entrepreneurial Finance provides readers with the fundamental knowledge to finance, start, grow, and value new ventures, without the complex finance terms and calculations. This comprehensive yet practical approach incorporates a global perspective that appeals to entrepreneurs, investors, and students with diverse backgrounds, knowledge, and experience. From Facebook to Camera+, Gary Gibbons, Robert D. Hisrich, and Carlos M. DaSilva use real-world examples and their professional experiences to bring concepts to life. This text is one of the most readable books in the market without compromising high quality content and resources.

Beat the competition with INTERNAL INNOVATION If 3M's corporate leadership hadn't given researcher Art Fry a creative outlet, the world would never have seen the Post-it Note . . . Corporate entrepreneurs, intrapreneurs, mavericks. No matter what name they go by, these innovators are the pioneering forces within an organization who spark new enterprises, products, services, and processes to combat increased global competition. Corporate Entrepreneurship shows you how to develop and grow your organization by designing the culture, structure, strategies, and policies that encourage and support internal entrepreneurial ventures. Bestselling author and world-renowned entrepreneur Robert Hisrich teams up with global management expert Claudine Kearney to provide action plans, techniques, and insights for establishing an organizational culture that allows intrapreneurs to develop the entrepreneurial ventures that will secure value and generate new growth in your company. Every day, globalization and technological advancements continue to put more of your competitors within reach of your customers. In order for your company to stay attractive and thrive, you need the proven tools and tactics in this book to: Identify, evaluate, and fund venture opportunities Recognize bright corporate entrepreneurs and create their compensation plans Create business plans that avoid failure, optimize success, and develop and sustain corporate venturing Manage the internal politics of venturing Effectively implement corporate venturing into your organization Hisrich uses illustrative examples from his experience consulting for such global companies as 3M, Alcoa, Westinghouse, Citi, and many others. Through informative, well-researched case studies, he demonstrates how his concepts help companies prosper over the long run, gain market share, and stay on the cutting edge of their potential. If your employees aren't innovating, your company is losing its competitive edge. Use Corporate Entrepreneurship to give your mavericks what they need to keep your company on top—all over the world.

As the global economy continues to develop and new entrepreneurs take advantage of emerging markets, the small business sector plays a greater role of economic development in the international arena. The Handbook of Research on Strategic Management in Small and Medium Enterprises contributes new research to the current array of literature on small business management under diverse geographic, economic, and socio-cultural conditions. By exploring existing theories in tandem with fresh viewpoints, this book will serve as a valuable reference to students, lecturers, researchers, entrepreneurs, and policy makers investigating the use of strategic management in various scenarios and situations.

Should you take the time to visit customers and suppliers in person? Absolutely. Who makes the best accountant? A pessimist. What do you do with a good employee who is a jerk? Fire him! Whether you are a young company that's just starting out or a

mature business looking to grow, Bob pritchett's hands-on advice and practical examples are a must-read for every manager, business owner, and entrepreneur. Inside this book, you will not find Thirteen Incontrovertible Laws of Excellence. You won't find motivational clichés to frame and put on your desk. And there are no step-by-step instructions for writing a business plan. Instead, in *Fire Someone Today*, you'll read what Pritchett has discovered through his years of experience as an entrepreneur and small business owner. It is a book about what to do, what not to do, and why. For your business, it could be that one piece of advice that makes all the difference . . . and even give you a few laughs along the way. "A year's worth of lunches with someone who has been way down the road and taken a lot of lumps." ?Guy Kawasaki, Author, *The Art of the Start* "Made you think! And that's more than you can hope for from the typical business book, that's for sure. Everyone who manages anyone needs to think about the stuff inside." ?Seth Godin, Author, *All Marketers are Liars* "Bob Pritchett has written a classic for anyone running or starting up a small to mid-sized business. There's compelling information on every page." ?Pat Williams, Senior Vice President, Orlando Magic "Fire Someone Today is a breakthrough for those of us who hate wading through theoretical business books." ?Kevin Cable, Cofounder, Cascadia Capital

*Privatization and Entrepreneurship* analyzes the challenges faced by managers in the transforming economies of Central and Eastern Europe and provides penetrating insights into the details of managing in the former socialist countries. This collection's combination of conceptual/theoretical material with empirical, firsthand case analysis prepares Western managers for a more profitable and less stressful entry into these significant markets.

This book presents the current state-of-the-art in all major and upcoming areas of entrepreneurship research. Thousands of scholars around the world are currently working to broaden our understanding of the entrepreneurial phenomenon. The disciplines involved are numerous, as are the topics of interest, with substantial efforts to enhance the existing knowledge. This book is specifically designed to facilitate high-level, high-intensity discussions and fruitful exchanges between scholars involved in entrepreneurship research. The articles address a variety of topics ranging from self-employment, technology, growth patterns and job creation, and success and failure rates, to historical, conceptual and comparative international approaches. "This book takes entrepreneurship beyond the individual, size of the venture, entrepreneurial personality, and looks at entrepreneurship as a long term complex process that is heterogeneous, content dependent with an emphasis on innovation and growth. A must read for individuals interested in entrepreneurship, today and in the future, on a domestic and global basis." – Robert D. Hisrich, Director – Walker Center and Garvin Professor of Global Entrepreneurship, Thunderbird School of Global Management "Entrepreneurship is perhaps not just the most multifaceted but also the most important concept of the modern socio-economic disciplines. This book makes an invaluable contribution in this fascinating area: it presents a multifaceted socio-economic examination of the impact of entrepreneurship for growth." – Roy Thurik, Erasmus School of Economics in Rotterdam and Montpellier Business School  
EntrepreneurshipMcGraw-Hill College

Combining robust narrative with a wide variety of interesting cases, *International Entrepreneurship: Starting, Developing, and*



Managing a Global Venture focuses on the need for every entrepreneur to at least consider entering the global market in today's hypercompetitive world. As an ever-growing number of countries become market oriented and developed, the distinction between foreign and domestic markets is becoming less pronounced, and entrepreneurs increasingly need to develop skills to identify opportunities and then manage these opportunities on a global basis. International Entrepreneurship is an ideal resource for students, professors, government officials, and practitioners throughout the world who are interested in this vital, growing area. Key Features Includes chapter-opening international scenarios that feature a global entrepreneur or a global entrepreneurial venture to set the scene for the issues that follow Demonstrates global entrepreneurial issues through real-life cases from countries throughout the world Draws content from a wide variety of disciplines, including anthropology, economics, geography, history, jurisprudence, and language Includes chapter-ending class exercises, discussion questions, and suggestions for additional reading to provide readers with hands-on learning opportunities and avenues for future research Helpful Teaching Ancillaries Instructor Resources are available on a password-protected website at <http://www.sagepub.com/hisrichinstr>. These resources include chapter outlines, end of chapter discussions, chapter exercises, and teaching notes. International Entrepreneurship is appropriate as a core text for courses such as Global Entrepreneurship or International Entrepreneurship or as a supplement in upper-level undergraduate and MBA courses in Entrepreneurship, New Venture Management, and Entrepreneurship Strategy. In addition, it can be used as an ancillary text in International Business and International Management courses.

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