

Small Business Management Sixth Edition

With an emphasis on e-commerce and international business, this textbook bridges the gap between highly academic texts and how-to books. It also covers recent research in the area.

Discover the Techniques and the "Dirty Little Tricks" That will Help Boost Your Sales, Pile Up Profits and Leave Your Competitors in the Dust. Whether you are presently running your own business or just planning to start one, "Small Business Management: Essential Ingredients for Success" can be the best business investment you have ever made. It will show exactly what you need to know to make your business a success. This guide will teach you scores of small business management tricks, secrets and shortcuts - and teach them so that you can start using them at once. This program does far more than impart knowledge... it inspire action. You will be amazed at how simple these strategies and concepts are and how easy it will be for you to apply them to your own business or project. Here's what you'll discover: * How to Make Your Business More Profitable - tried and tested business management boosting ideas to help you stay pointed toward profit. * Essential Ingredients for Your Marketing Success - what are the secrets behind constructing and executing a successful marketing campaigns? here's a step by step guide to managing your marketing activities in a way to drive your sales through the roof. * 27 Tips to Increase the Effectiveness of Your Delegation - tactics to squeeze more out of your day with foolproof delegation techniques. * How to Reach Your Goals Faster - a wise man once said: "If you're not sure where you are going, you're liable to end up someplace else." Discover the tips and techniques that will make sure you're always on the right track. * How to Deal with Changes in The Market - The winds of change are building - reshaping business and personal lives. Some people dig in their heels and try to resist change. Others ride the winds of change and seize the amazing opportunities it brings. Discover ten habits to recognize and maximize the gifts of change. * How to Build a Winning Team - powerful tips and strategies to motivate and inspire your people to bring out the best in them. Be the boss people want to give 200 percent for. * How to Make a Good First Impression - You Only Have One Chance to Make a Great First Impression!. Discover the top ten strategies proven to help you make the best first impression possible. Get These 5 Valuable Free Gifts (a limited time offer) Place your order by the end of this month and I will also include instant download instructions for the following free gifts: Free Gift #1: Business Financial Planner This is a multi featured, fully operational Excel based software program. It is a financial management program that will help you prepare budgets, cash flow projections, and much more. Free Gift #2: A Simple Business Plan Template In MS Word Format Allows you to craft a good basic business plan quickly and easily. Free Gift #3: How to Improve Your Leadership and Management Skills (eBook) How to lead and manage people; powerful tips and strategies to motivate and inspire your people to bring out the best in them. Be the boss people want to give 200 percent for. Free Gift #4: Video Training Course - How To Gain A Competitive Advantage Learn how to get a competitive advantage with this course. Learn how to brand, study your competition, identify customers and their preferences, create pricing strategies and much more. Leverage the uniqueness of your business to create a real competitive advantage. Free Gift #5: Video Training Course - How To Grow Your Business You have started your business and now you think you are ready to grow. How do you really know if you and your company are ready for the next step? This course will help you determine if a growth opportunity is right for you.

Small businesses are the backbone of the tourism and hospitality industry and, depending on which statistics one uses, represent somewhere between 75 to 95 percent of all firms globally in this sector. The number of entrepreneurs has dramatically and uniformly increased globally over the last ten years. Divided into four sections, Entrepreneurship and Small Business Management in the Hospitality Industry takes an intuitive step-by-step progression through each stage of the entrepreneurial process: context, theoretical perspectives and definitions; Concept to reality; The business plan; Growth and the future. Ideal for students at any level, the chapters of this book invite you to ponder upon your reading through a series of 'reflective practice' activities. These, along with case studies, clearly defined chapter objectives, reflections, role-play activities and experiential exercises, allow you to both think actively about themes, concepts and issues and then apply them to a number of suggested scenarios. Perfect preparation for the up-and-coming entrepreneur!

Entrepreneurial Small Business (ESB) provides students with a clear vision of small business as it really is today. It focuses on the distinctive nature of small businesses that students might actually start versus high growth firms. The goal of the companies described in this textbook is personal independence with financial security; not market dominance with extreme wealth. Traditional beliefs and models in small business are discussed, as well as the latest findings and best practices from academic and consulting arenas. Katz and Green recognize the distinction between entrepreneurs who aim to start the successor to Amazon.com and the pizza place around the corner. They discuss the challenges facing entrepreneurs, while keeping focused on the small businesses students plan to start.

Now with SAGE Publishing, Timothy S. Hatten's Seventh Edition of Small Business Management equips students with the tools they need to navigate the important financial, legal, marketing, managerial, and operational decisions to help them create and maintain a sustainable competitive advantage in small business. Strong emphasis is placed on application with Experiential Learning Activities and application of technology and social media throughout. New cases, real-world examples, and illuminating features spotlight the diverse, innovative contributions of small business owners to the economy. Whether students dream of launching a new venture, purchasing a franchise, managing a lifestyle business, or joining the family company, they will learn important best practices for competing in the modern business world. This title is accompanied by a complete teaching

and learning package. Contact your SAGE representative to request a demo. Digital Option / Courseware SAGE Vantage is an intuitive digital platform that delivers this text's content and course materials in a learning experience that offers auto-graded assignments and interactive multimedia tools, all carefully designed to ignite student engagement and drive critical thinking. Built with you and your students in mind, it offers simple course set-up and enables students to better prepare for class. Learn more. Assignable Video with Assessment Assignable video (available with SAGE Vantage) is tied to learning objectives and curated exclusively for this text to bring concepts to life. Watch a sample video on advice for new business owners. LMS Cartridge Import this title's instructor resources into your school's learning management system (LMS) and save time. Don't use an LMS? You can still access all of the same online resources for this title via the password-protected Instructor Resource Site. Learn more.

Now in its 5th edition this comprehensive, practically focused and highly accessible text explores the contexts, choices and strategies facing the small business venture, including extensive coverage of planning a new venture. Pedagogical features developed in response to market feedback include running case material to explore the same case situation from a number of different but interrelated angles, annotated further reading, new chapter-end real world case studies, learning objectives and linked chapter summaries – providing a student- and lecturer-friendly learning environment. Students on modules such as Personal Development and Effectiveness, Study Skills, Management Skills, Business Skills, Business Communication, Business Awareness, Managing Oneself and Others at – for example – BABS/BABA, HND/HNC, DMS, MBA levels will all find this a hugely valuable text through study and working life.

SMALL BUSINESS MANAGEMENT provides a balanced introduction to both entrepreneurship and small business management, with a focus on achieving and maintaining a sustainable competitive advantage as a small organization. Current issues, including global opportunities, service, quality and technology, are highlighted throughout the text.

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Small Business Management: Entrepreneurship and Beyond Cengage Learning

Offers practical advice for all areas of concern to the small business student, such as business plans, financing, location and layout, marketing, advertising and promotion, purchasing, inventory, crime, computers, human resource management, business law and government regulation.

For courses in small business management, entrepreneurship, and new venture creation and/or management. The foundation to building a successful small business Taking a practical, hands-on approach to entrepreneurship, this text equips students with the tools and critical-thinking skills needed for small business success. Now in its 9th Edition, Essentials of Entrepreneurship and Small Business Management teaches students how to successfully launch and manage a business. By dissecting case studies, examining successes and failures in the context of the market, and observing the tactics used by today's most successful small business ventures, students can develop the skills that will give them a unique advantage in a hotly competitive environment. Also available with MyLab Entrepreneurship By combining trusted authors' content with digital tools and a flexible platform, MyLab personalizes the learning experience and improves results for each student. Note: You are purchasing a standalone product; MyLab Entrepreneurship does not come packaged with this content. Students, if interested in purchasing this title with MyLab, ask your instructor to confirm the correct package ISBN and Course ID. Instructors, contact your Pearson representative for more information. If you would like to purchase both the physical text and MyLab Entrepreneurship, search for: 0134890434 / 9780134890432 Essentials of Entrepreneurship and Small Business Management Plus MyLab Entrepreneurship with Pearson eText -- Access Card Package, 9/e Package consists of: 0134741080 / 9780134741086 Essentials of Entrepreneurship and Small Business Management 0134743067 / 9780134743066 MyLab Entrepreneurship with Pearson eText -- Access Card -- for Essentials of Entrepreneurship and Small Business Management

Practical and applications (rather than theory) based, this book focuses on the needs of individuals interested in starting a small business -- primarily those organized as sole proprietorships, partnerships, or small Subchapter S corporations. It emphasizes small businesses exclusively -- with specific examples of the non-corporate market. The book is mathematically accessible to those with limited mathematical background (formulas are explained rather than derived, and only basic math is used in illustrations and solutions). A full case study is referred to throughout narrative and an accompanying CD-ROM includes all tables in Excel format.

Project management can help companies become more efficient and profitable. But classic project management models often prove too cumbersome for smaller businesses with limited staff resources, tight budgets, and next to no time to devote to learning complex methodologies. These smaller enterprises need the core principles and techniques of project management in a streamlined package. Project Management for Small Business offers simple, repeatable practices for planning, executing, and controlling projects in smaller environments in which one team member may wear multiple hats. Readers will learn how to: ò Define project requirements and scope ò Create a project schedule based on resource availability ò Estimate, budget, and control project costs ò Identify and minimize project risks ò Manage workflow ò Communicate effectively ò Control project change ò And more. Grounded in real-world experience, this practical guide skips the complicated theory and goes straight to the heart of what it really takes to make a project a success.

Introduces the processes of new venture creation and the critical knowledge needed to manage a business once it is formed. This text offers complete coverage and a practical hands-on approach to entrepreneurship. Supported by supplementary material for the lecturer and student in both a CD-Rom and companion website.

Operating any business is complex and challenging, but it provides interesting, creative, and rewarding experiences. Small Business Management, Seventh Edition, takes a practical and down-to-earth approach to planning, organizing, and running a small business. While employing current research and theory, Small Business Management takes a pragmatic "how-to" perspective illustrating many practical examples and applications from the business world. It explains how to achieve optimum benefits from the limited resources available to small firms, as well as how to plan for growth and succession in a business. It also explores arguments both for and against owning a small business. The enhancements to the seventh edition serve to strengthen and reinforce without minimizing or losing the original qualities and usefulness of the textbook. The business plan remains a very important building block for this edition in both examples and format.

This 4th Edition of Steps to Small Business Start-Up is the finest resource available for small business start-up. Prospective entrepreneurs from all backgrounds will immediately benefit from its proven step-by-step methods to launch a new venture. Readers will learn in straightforward detail all the mechanics of starting up a business, including how to: choose the business that best suits you, research the

market to target profitable customers and address all of the money and financial issues. Each chapter in this new edition now includes information on how best to utilise technology, specifically the Internet. Also included are a wealth of forms, worksheets, samples and examples throughout.

SMALL BUSINESS MANAGEMENT is a problem-based book for the small business course where experiential learning is key. This text emphasizes problem-based learning through working with real problems faced by entrepreneurs and small business owners. SMALL BUSINESS MANAGEMENT has built real-world scenarios into its chapters, via its Office Lots continuing case, and interspersed exercises throughout where students often play the roles of financial analyst, marketer, and business owner in order to find solutions. In essence, SMALL BUSINESS MANAGEMENT will be a hands-on learning practicum. With a solid emphasis on research and the most current environmental conditions in small business, and the authors' backgrounds in strategy, this text provides a solid foundation in terms of the types of business students are most likely to start, which are those businesses that start out small and are expected to stay small for the foreseeable future. The text also provides coverage and development of the business plan which is found in SMALL BUSINESS MANAGEMENT's Appendix.

This program can help your students become successful in creating and running a small business. Its focus is on selecting a business, preparing a business plan, and managing an ongoing operation. Seventy percent of high school students say they want to start their own businesses. This completely revised program provides them with the information and skills that lead to success. It also benefits student-employees by giving them an appreciation for the realities of business, and it helps all students understand their role as a consumer. - Publisher.

Provides the practical concepts, entrepreneurial insights, and comprehensive resources essential for success now and throughout your management future. Solid coverage of the fundamentals of business management teaches not only how to start a business, but also how to manage, grow, and harvest a business.

This outstanding book provides you with a detailed look at family businesses, the most prevalent form of business in the world. Whether you are a business student, or a member of a family who owns a business, you will definitely benefit from this book, which leads with an introduction to the unique nature of family businesses. Inside, the author explores the many differences between a family-owned business and a nonfamily-owned business. He discusses the major family business theories and shows how family firms make business decisions. This book also defines the significant issues prevalent in family firms and explores the most problematic issue: the succession or the transfer of ownership to the next generation. If you are a professional advisor to family firms—such as accountants, attorneys, bankers, insurance providers, and financial services—you'll undoubtedly develop a better understanding for your clients.

This is the eBook of the printed book and may not include any media, website access codes, or print supplements that may come packaged with the bound book. Written by award-winning experts, Steve Mariotti and Caroline Glackin, Entrepreneurship and Small Business Management presents complex economic, financial and business concepts in a manner easily understood by a variety of students. Based on a proven curriculum from the Network for Teaching Entrepreneurship (NFTE), it is organized to follow the life-cycle of an entrepreneurial venture—from concept through implementation to harvesting or replication. Filled with examples from a broad range of industries, it moves further into the entrepreneurial process—discussing the business plan and also the unique aspects of managing and growing entrepreneurial ventures and small businesses.

The sixth edition of Entrepreneurship and Small Firms has been fully revised and updated with contributions from leading academics in the field. Retaining the popular style of the previous editions and offering a clear and accessible introduction to the topic, this book provides a thorough coverage of entrepreneurial and small firm theory, concepts, evidence, policy and practice. Integrating academic theory with the day-to-day realities that entrepreneurs may encounter it furnishes the student with a comprehensive analysis of entrepreneurship. This well established text is justly popular for its clear and accessible approach, presenting the key topics of an entrepreneurship module in an engaging yet rigorous style. The book covers wide ranging topics from the economic influences on entrepreneurship and sources of finance, to issues of diversity, family business and social entrepreneurship. New to this edition is a chapter on Corporate Entrepreneurship offering students a unique insight into entrepreneurship activities in larger businesses and organizations. A reorganized chapter structure for the sixth edition allows students to navigate the four parts of the text from introductory concepts, the domains of entrepreneurship, through to strategy and to implementation. New part cases help to highlight the core themes and apply them to real business scenarios. The new edition retains a wealth of examples and cases throughout the chapters which illustrate entrepreneurship in action.

Realize your dream for small business success with this market-leading book. SMALL BUSINESS MANAGEMENT: LAUNCHING AND GROWING ENTREPRENEURIAL VENTURES, 17E provides the practical concepts, entrepreneurial insights, and comprehensive resources you'll find essential both now and throughout your management future. SMALL BUSINESS MANAGEMENT delivers solid coverage of the fundamentals of business management as it teaches you not only how to start a business, but also how to manage, grow, and harvest a business. This market leading text places you in the role of decision maker, allowing you to immediately apply what you've learned to current challenges in today's small businesses. The book's thorough emphasis on building business plans ensures that you can effectively create, manage, and analyze a plan for your own venture. Unforgettable examples, exciting video cases, and coverage of the most current developments in business management today keep this engaging text as current and practical now as it was when it led the market in its first edition 50 years ago. Each edition builds upon past strengths with new innovations and breakthrough developments. SMALL BUSINESS MANAGEMENT: LAUNCHING AND GROWING ENTREPRENEURIAL VENTURES, 17E offers the insights and practical principles that you'll reference again and again throughout your business career. Available with InfoTrac Student Collections <http://gocengage.com/infotrac>. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Help your students realize their dreams of small business success with *Small Business Management: Launching and Growing New Ventures, Sixth Canadian Edition*. This text incorporates current theory and practice relating to starting, managing, and growing small firms. With well-balanced coverage of critical small business issues, innovative tools, engaging examples, and integrated resource package, *Small Business Management* provides instructors with the necessary tools to support the varied goals of those seeking independent business careers. Students appreciate the text's clear and concise writing style that makes business concepts understandable, and the real-world examples and hands-on activities that help them understand how to apply those concepts. The sixth Canadian edition is available with MindTap, a powerful online platform that provides a clear learning path that gets students thinking like entrepreneurs.

Products and services created by small and medium sized organizations account for the vast majority of economic activity across the globe. These organizations will prove vitally important to the emerging and developing economies that will shape future decades. *Small Business Management in Cross-Cultural Environments* is one of very few books to take the cross-cultural context as an opportunity to analyse and discuss the key concepts of small firm management in different parts of the world. This textbook covers important topics, such as: the global economic development process entrepreneurship the role of government SME growth and collaborations in a global context. By explaining how culture shapes and conditions the reality of small businesses and how organizational theories and models fail as management tools, this book fills a significant gap. Supplemented by a compendium of compelling case studies, drawn from across the world, and based upon 25 years of international research by the author, *Small Business Management in Cross-Cultural Environments* is a useful guide for students and practitioners of SME and International Management

LAUNCHING NEW VENTURES, 7e provides tomorrow's entrepreneurs with the tools to launch a successful new business in a global marketplace. The text follows the logical development process: from initial idea, to developing and testing a business model, to designing a business and preparing for growth. The seventh edition represents the most current thoughts, ideas, and practices in the field of entrepreneurship. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Have you ever wondered why many of the over 28 million small businesses in operation in the United States do not survive past the first five years? Is it the economy? The stock market? Or is it something else? Two years of research by Jamey Long on factors affecting small business survival revealed a direct relationship linking management and leadership skills. *Management and Leadership Skills That Affect Small Business Survival* presents the research leading to this discovery that focuses solely on small businesses in the United States and teaches them how to improve management and leadership skills so that they can survive past the historical five-year failure mark.

Now with SAGE Publishing! Timothy S. Hatten's *Small Business Management: Creating a Sustainable Competitive Advantage, Seventh Edition* equips students with the tools they need to navigate the important financial, legal, marketing, managerial, and operational decisions to help them create and maintain a sustainable competitive advantage in small business. Strong emphasis is placed on application with Experiential Learning Activities and application of technology and social media throughout. New cases, real-world examples, and illuminating features spotlight the diverse, innovative contributions of small business owners to the economy. Whether your students dream of launching a new venture, purchasing a franchise, managing a lifestyle business, or joining the family company, they will learn important best practices for competing in the modern business world. New to this Edition Experiential Learning Activities provide students with hands-on opportunities to practice their small business management skills. Tech in Action boxes highlight how small business owners can leverage technology, big data, and social media. Issues in Small Business boxes prompt critical thinking on current issues. Small Business in Action videos showcase stories and interviews from a wide variety of small business owners. How To. . . videos provide students with instructions and examples of basic business tasks such as performing a breakeven analysis, understanding income statements, and forecasting demand.

This textbook familiarises students with the theory and practice of small business management and challenges assumptions that may be held about the way small business management can or should adopt the management practices of larger firms. For students interested in establishing and managing their own small firm, this book helps them to focus their thinking on the realities of life as a small business owner-manager – both its challenges and its rewards. For postgraduate students that are keen to 'make a difference', this text enables them to understand how they might consult to small firms and assist owner-managers to establish and grow their ventures. In addition to students, this book is also useful to small business owner-managers as a general guide on how they might better manage their operations. Managers in large corporations and financial institutions who deal with small businesses as clients or suppliers, and professionals such as accountants, lawyers and consultants who provide advice and other services to small businesses will also find the book of interest.

Help your students realize their dreams of small business success with *Small Business Management: Launching and Growing New Ventures, Sixth Canadian Edition*. This text incorporates current theory and practice relating to starting, managing, and growing small firms. With well-balanced coverage of critical small business issues, innovative tools, engaging examples, and integrated resource package, *Small Business Management* provides instructors with the necessary tools to support the varied goals of those seeking independent business careers. Students appreciate the text's clear and concise writing style that makes business concepts understandable, and the real-world examples and hands-on activities that help them understand how to apply those concepts. The sixth Canadian edition is available with MindTap, a powerful online platform that provides a clear learning path that gets students thinking like entrepreneurs.

Intended primarily for undergraduate courses in small business management or entrepreneurship, this text also provides practical content to anyone interested in starting their own business. With a practical, "hands on" approach to entrepreneurship, this text aims to provide readers with the knowledge and tools they need to launch a business so that it has the greatest chance for success.

This third edition prepares entrepreneurs for the rewards and pitfalls of this career choice. It explores a new theme on how to effectively manage a start-up company. Focus on Real Entrepreneurs sections highlight how entrepreneurs position their companies to meet the various marketing, financial, and technological challenges. Management Track sections present key management issues while following the development of a real company. Entrepreneurs will also find real situations and examples on which they can practice the broad range of skills required to start and build a company in today's complex world. *Small Business Management* provides a balanced introduction to both entrepreneurship and small business management with a focus on achieving and maintaining a sustainable competitive advantage as a small organization. Current issues including global opportunities, service, quality and technology are highlighted throughout the text. The streamlined format allows instructors to cover the entire text of 18 chapters within a standard semester timeline without sacrificing important topics. The Fourth Edition features an increased emphasis on small business ownership by women and minority groups. The online Business Plan Guide and templates provide some of the most extensive information available on business planning. The text also includes a complete sample business plan.

Small Business Management: Launching and Growing New Ventures is a comprehensive guide for future business owners and entrepreneurs and provides a perfect balance between the theoretical side of starting and managing a small business and the practical application of the tasks of running a business.

In 2017 34% of the workforce was considered part of the gig economy. This growing workforce of freelancers and side-giggers is also estimated to grow to 43% by 2020. That's 4 million freelancers, soon to be 7 million by 2020. Whether it's people looking to earn extra money, those tired of their 9-to-5, to entrepreneurs looking to grow their side hustle, Entrepreneur is uniquely qualified to guide a new generation of bold individuals looking to live their best lives and make it happen on their own terms. Whatever industry or jobs this new workforce takes, Start Your Own Business will guide them through the first three years of business. They'll gain the know-how of more than 30 years of collective advice from those who've come before them to:

- How to avoid analysis paralysis when launching a business
- Tips for testing ideas in the real-world before going to market with insights from Gary Vaynerchuk
- Decide between building, buying, or becoming a distributor
- What to consider when looking for funding from venture capitalists, loans, cash advances, etc.
- Whether or not a co-working space is a right move
- Tips on running successful Facebook and Google ads as part of a marketing campaign
- Use micro-influencers to successfully promote your brand on social media

This text takes a practical, down-to-earth approach to planning, organizing, and managing a small business. While based on current research, theory, and practice, the material is presented from a "how-to" perspective, with many practical examples and applications from the business world. All three authors have had meaningful experience in the "real world" as an owner, manager or employee of one or more small businesses.

Small businesses face many challenges today, including the increasing demand by larger companies for ISO 9001 compliance, a challenging task for any organisation and in particular for a small business without quality assurance experts on its payroll. Ray Tricker has already guided hundreds of businesses through to ISO accreditation, and this sixth edition of his life-saving ISO guide provides all you need to meet the new 2015 standards. ISO 9001:2015 for Small Businesses helps you understand what the new standard is all about and how to achieve compliance in a cost effective way. Covering all the major changes to the standards, this book provides direct, accessible and straightforward guidance. This edition includes: down-to-earth explanations to help you determine what you need to enable you to work in compliance with and/or achieve certification to ISO 9001:2015; a contextual explanation of ISO 9001 within the structure of ISO 9000 family of standards; a detailed description of the structure of ISO 9001:2015 and its compliance with Annex SL; coverage of the new requirements for Risk Management and Risk Analysis; a guide to the costs involved in implementing ISO 9001:2015 and advice on how to control costs; an example of a complete, generic Quality Management System consisting of a Quality Manual plus a whole host of Quality Processes, Quality Procedures and Word Instructions; and access to a free, software copy of these generic QMS files to give you a starting point from which to develop your own documentation. This book is also supported with a complete bibliography containing abbreviations and acronyms as well as a glossary of terms. This comprehensive text will provide you and your small business with a complete guide on your way to ISO compliance.

Gain a solid understanding of business today and what it takes to become a better employee, more informed consumer, and even a successful business owner with the best-selling FOUNDATIONS OF BUSINESS, 5E. This up-to-date, comprehensive survey of business highlights forms of business ownership, management and organization, human resources management, marketing, social media and e-business, information systems, accounting, and finance. Core topics and special features examine ethics and social responsibility, small business and entrepreneurship, and global issues, while new coverage addresses cutting-edge topics, such as the impact of social media in business, the economic recovery and remaining economic issues, international business, green and socially responsible business, and sustainability. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

"This book got its start with a simple question from my mother, "What is the difference between what you teach and what your father did for a living?" We were sitting shiva (which is the ancient Jewish tradition of mourning), in this case after the death of my father, a Polish immigrant to the United States who had been a small business owner for almost 50 years at the time of his death in 2003"--

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