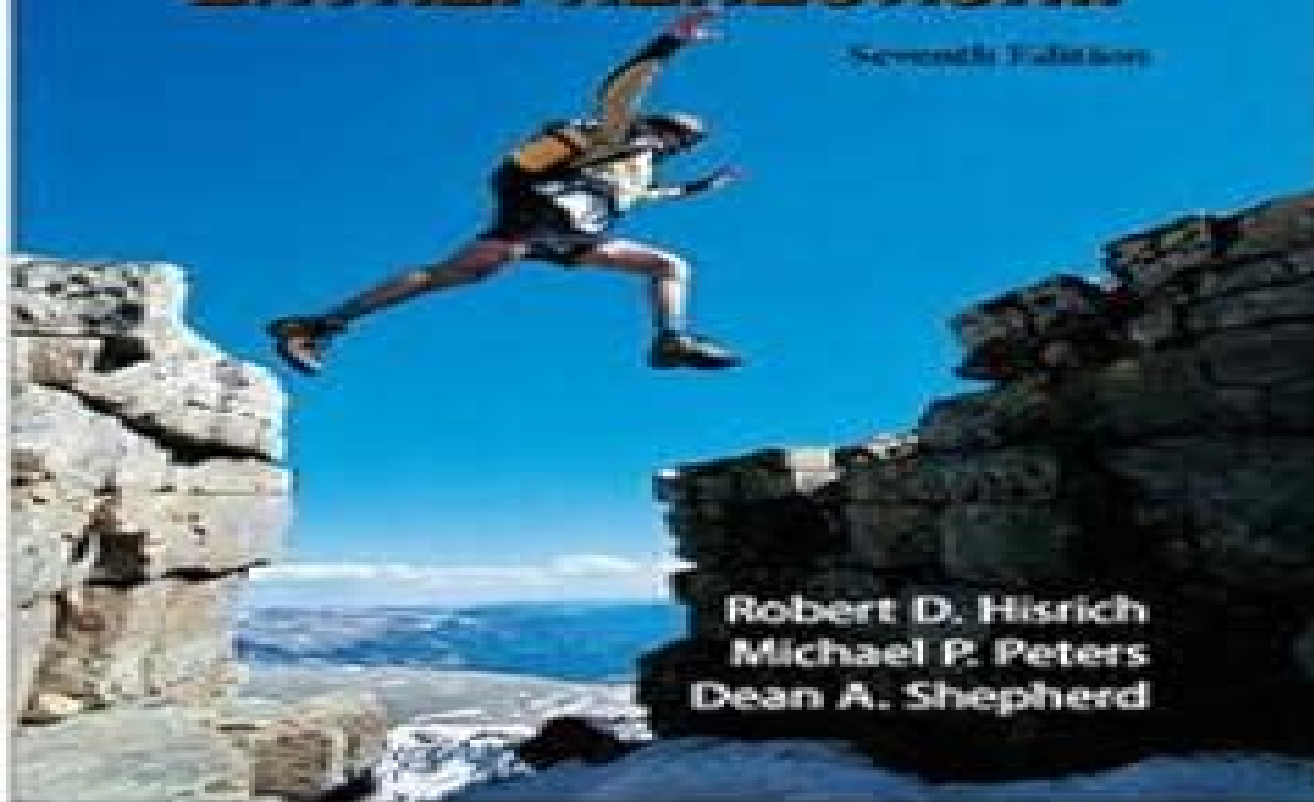


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Seventh Edition



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Entrepreneurship Education Katharina Hölzle, Katja Puteanus-Birkenbach, Dieter Wagner, 2015-01-06 Das Potsdamer Modell der Entrepreneurship Education Die Entrepreneurship Education in Deutschland ist ein vergleichsweise junges und damit noch ein nicht bergreifend etabliertes Fachgebiet In diesem Buch wird in Theorie und Praxis ein Konzept der Entrepreneurship Education für Hochschulen vorgestellt das basierend auf etablierten Konzepten der Gründungslehre innovativ und zukunftsorientiert für und mit allen Beteiligten arbeitet Im praktischen Teil erhält der Leser eine erste Übersicht von 117 Lehrangeboten der Universität Potsdam im Bereich Entrepreneurship Education Das Modell der Entrepreneurship Education an der Universität Potsdam kann anderen Hochschulen Anregungen geben ihre eigenen Gründungsaktivitäten und Angebote ebenfalls in einem kohärenten pädagogischen Rahmen zu bündeln und durch die damit erworbene Transparenz ihren Erfolg nachhaltig zu sichern In diesem Sinne ist dieses Buch eine Inspirationen gebender Leitfaden für alle die sich mit dem Thema Gründungslehre und Beratung befassen

International Entrepreneurship Robert D. Hisrich, 2010 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

Entrepreneurship Robert D. Hisrich, Michael P. Peters, Dean A. Shepherd, 2010 The 8th 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

Advanced Introduction to Entrepreneurship Robert D Hisrich,2014-09-26 Elgar Advanced Introductions are stimulating and thoughtful introductions to major fields in the social sciences business and law expertly written by some of the world s leading scholars Designed to be accessible yet rigorous they offer concise an

Entrepreneurial Marketing Robert D. Hisrich,Veland Ramadani,2018 One key for success of an entrepreneur is to obtain sales revenue and profits as quickly as possible upon launching the venture Entrepreneurial Marketing focuses on the essential elements of success in order to achieve these needed sales and revenues and to 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 entrepreneurial marketing Through an international approach that combines both theoretical and empirical knowledge of entrepreneurship and marketing this book informs and enhances the entrepreneurs creativity their ability to bring innovations to the market and their willingness to face risk that changes 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 through implementing a sound marketing plan Numerous illustrative examples throughout the book 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

Effective Entrepreneurial Management Robert D. Hisrich,Veland Ramadani,2016-12-23 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

Open Innovation and Entrepreneurship Gadaf Rexhepi,Robert D. Hisrich,Veland

Ramadani,2019-05-31 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 **Managing Innovation and Entrepreneurship** Robert D. Hisrich, Claudine Kearney, 2013-06-25 The first book to look at innovation entrepreneurship from an international perspective this new text 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 Unternehmerinnen und Erfolg aus individueller und kontextueller Perspektive Kerstin Ettl, 2010 Das Themenfeld Erfolg ist ein gleichermaßen aktuelles wie auch kontrovers diskutiertes Thema in der betriebswirtschaftlichen Forschung. Es wurde bislang nur selten unter geschlechtsspezifischen Blickpunkten betrachtet. Diese Arbeit befasst sich daher mit dem Erfolg von Unternehmerinnen auf Grundlage ihrer persönlichen und unternehmerischen Ziele und Motive. Ziel der Arbeit ist es, das individuelle Erfolgsverständnis der Unternehmerinnen zu analysieren und Muster unternehmerischen Verhaltens unter Berücksichtigung wichtiger Einflussfaktoren von Frauenselbstständigkeit zu identifizieren. Diese Fragestellung wird theoretisch und empirisch beleuchtet. Der empirische Teil basiert auf einer qualitativen Befragung von Unternehmerinnen und Experten aus verschiedenen Regionen Deutschlands. Abschließend werden Handlungsempfehlungen für zukünftige Unternehmerinnenforschung für Förderung und Beratung abgeleitet Zwischen Bleiben und Werden Michael Heinrichs, 2009 Bleiben und Werden stellt die Fragen, was erstens die Studierenden motiviert ein Studium an der Fachhochschule für öffentliche Verwaltung, Polizei und Rechtspflege aufzunehmen und zweitens, wie es tendenziell um das Selbstverwirklichen bestellt ist. Wenngleich nur die Studierenden und Auszubildenden in Gostrow befragt wurden, so weisen doch die gewonnenen Erkenntnisse über den Tellerrand hinaus und eröffnen einen Blick auf das Personaltableau einer öffentlichen Verwaltung in Deutschland. Hierarchie, Anpassungs- und Unterordnung sind genauso Zentralbegriffe wie Sicherheit und Rundumversorgung, also denkbar unzureichende Charakteristika für eine auf Innovation ausgerichtete öffentliche Verwaltung, die mehr als eben nur verwalten möchte. Neben dem Bürokratieabbau kommt es bereits während des Studiums darauf an, den Studierenden keinen einseitigen, sondern einen vielfältigen Werkzeugkasten an die Hand zu geben.

um die Zukunft angehen zu können In diesem Sinne sind die gewonnenen Ergebnisse übertragbar und transzendierend zugleich Sie stellen nicht die Studierenden in Frage sondern provozieren das System dessen Rekrutierungsgefahren und die Führungskraft

Fallstudien zur Unternehmensführung Oliver Kruse, Volker Wittberg, 2009-05-22 Der Mittelstand ist nach wie vor das Rückgrat der deutschen Wirtschaft Allein 1 200 Unternehmen in Deutschland zählen zu den Hidden Champions mittelgroße weltmarktführende Unternehmen Doch sicherlich könnten wollen und sollten noch mehr mittelständische Unternehmen die Vorteile der globalen Märkte für sich nutzen Diese Unternehmen müssen insbesondere über ein EDV System verfügen das die notwendige Geschwindigkeit und Flexibilität des Unternehmens voll und ganz unterstützt Die Anwendungen müssen dabei die Besonderheiten des einzelnen Unternehmens berücksichtigen und gleichzeitig den Anforderungen der Branche und der unterschiedlichen Märkte genügen Ein Beweis dafür sind die Erfolgsgeschichten der in diesem Buch präsentierten Unternehmen In den Fallstudien wird deutlich dass betriebswirtschaftliche Fragestellungen nur mit professionellen und effizienten EDV Strukturen lösbar sind Was bedeutet das aber für die notwendigen Investitionen Charakteristisch für den Mittelstand ist der klare Schwerpunkt auf den Nutzen Wir sehen dabei die Ausrichtung auf Flexibilität in den Systemen Informationsbereitstellung für Entscheidungen und Integration mit den Kunden Partnern und Zulieferern Skalierbare auf Wachstum über die Landesgrenzen ausgerichtete Lösungen müssen Hand in Hand mit den vorhandenen schlanken Strukturen gehen Mittelständische Unternehmen haben nicht die Zeit und auch nicht die Budgets für Experimente Deshalb sind Lösungen gefragt die auf der einen Seite den Anforderungen der Branche genügen müssen auf der anderen Seite gerade bei der Implementierung die Besonderheiten von mittelständischen Unternehmen berücksichtigen Oracle stellt sich seit vielen Jahren diesen Herausforderungen und bietet mit seinen über 1500 Partnern in Deutschland spezielle Software Lösungen für den deutschen Mittelstand

Syndizierung von Venture-Capital-Investitionen Joachim Krebs, 2012-11-01

Ausgangspunkt der Untersuchung ist die Beobachtung dass in Deutschland ansässige Venture Capital Gesellschaften einen signifikanten Anteil ihrer Investitionen in junge Wachstumsunternehmen zusammen mit anderen Wagniskapitalgebern vornehmen Dabei setzen VC Financiers in unterschiedlichem Maße auf gemeinsame Investments Der Autor endet mit Schlussfolgerungen für die Venture Capital Forschung und Praxis Zum einen werden der wissenschaftliche Beitrag der vorliegenden Untersuchung herausgearbeitet inhaltliche und methodische Grenzen aufgezeigt sowie weiterer Forschungsbedarf im VC Kontext identifiziert Zum anderen werden Unternehmensgründern und Venture Capital Gesellschaften Entscheidungen und Handlungsempfehlungen für die Ausgestaltung von VC Syndikaten an die Hand gegeben

Venture Capitalists' Exit Strategies under Information Asymmetry Matthias Eckermann, 2007-10-17 This book has been submitted as dissertation at the Faculty of Business Management and Economics at Dresden University of Technology Germany on January 19 2005 Throughout the completion of this thesis I received much encouragement and advice from mentors colleagues and friends I would like to take this opportunity to thank all of them First of all I would like to express my

gratitude to my supervisor Prof Dr Michael Schefczyk for providing a fruitful research atmosphere at the SAP Chair for Entrepreneurship and Innovation at Dresden University of Technology His comments and support helped me develop and complete this thesis Moreover I thank Prof Schefczyk for supporting my ambitions to conduct research in the United States Second I am especially grateful to Prof Andrew L Zacharakis Ph D for hosting me as visiting scholar at Babson College and for supervising my project during this time This thesis benefited tremendously from his knowledge and from his outstanding support His encouragement and support also helped me survive less productive times A great debt is to Prof Dr Herman Locarek Junge who accepted the burden of being my second examiner at Dresden University of Technology The final paper benefited tremendously from conversations with several experienced researchers and practitioners in the United States I want to thank Elaine I *Technology Entrepreneurship* Thomas N. Duening, Robert A. Hisrich, Michael A. Lechter, 2020-10-23 *Technology Entrepreneurship Taking Innovation to the Marketplace Third Edition* provides a practical toolkit for potential entrepreneurs with technology backgrounds that will help them navigate complex issues such as raising capital IP protection product development and more The book's structure follows the entrepreneurial process in a step by step way defining key terms and helping readers without business qualifications engage with the activities addressed In addition it covers a discussion of current trends and developments relevant for tomorrow's entrepreneurs In depth information on the practicalities of technology entrepreneurship are combined with experience from academics to provide a unique resource on how to approach this crucial subject Presents an intense focus on product design and development with customers and markets in mind Includes extensive discussions on intellectual property development management and protection Provides potent insights into marketing and selling technology products to the global marketplace Covers techniques for forecasting financials raising funds establishing venture valuation and exit strategies *Kärntner Genderstudie*, 2004 [ECIE2012-7th European Conference on Innovation and Entrepreneurship](#), 2012 [Les sociétés entrepreneuriales et les mondes anglophones](#) Collectif, 2018-09-18 Cet ouvrage considère les ressorts et les acteurs de la dynamique économique anglo-saxonne Il montre comment les entrepreneurs et leurs réseaux contribuent à l'émergence d'une société entrepreneuriale qui met en contact les mondes anglophones et d'autres aires culturelles l'Europe l'Amérique la Chine La montée de l'entrepreneuriat en tant que phénomène socio-économique reflète de profonds changements d'attitudes qui donnent leur cohésion aux sociétés entrepreneuriales du libéralisme postmoderne ou du postcommunisme Ce processus de transformation impulsé par les individus les familles les diasporas et les institutions apparaît comme une mutation du capitalisme anglo-saxon et l'expression d'un projet politique paradoxal Il ne se fonde pas exclusivement sur le principe économique de la destruction créatrice mais prend également appui sur des normes et des valeurs structurant la manière du vivre ensemble et des formes originales de lien social Comme le montrent les études réunies dans ce volume la dynamique de croissance de l'entrepreneuriat repose sur des stratégies internes aux cultures et aux sociétés mais s'incarne également dans

des expériences plus transnationales En s'élargissant toutes les sphères de la vie sociale pour accomplir sa vision et la pratique entrepreneuriale revêt sa fonction intrinsèque de moteur de changement social **Advanced Introduction to Corporate Venturing** Robert D. Hisrich, 2016-07-27 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

Entrepreneurship Robert D. Hisrich, Michael P. Peters, 2002 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 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 **ICMLG2014 Proceedings of the 2nd International Conference on Management, Leadership and Governance** Philip Arthur Dover, Sam Hariharan, Michael G. Cummings, 2014-01-02

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