

Disciplined Entrepreneurship 24 Steps To A Successful Startup By Aulet William Author Aug 12 2013 Hardcover

Innovation and Entrepreneurship Charles H. Matthews 2015-03-12 This book presents a new model, the competency framework, for students, innovators, entrepreneurs, managers, and anyone who wants to better understand the dynamic world of innovation and entrepreneurship. Focused on both the individual and strategic organizational level, this book is about people and the competencies each person needs to learn to be successful in creating a more dynamic future. Matthews and Brueggemann's framework for innovation and entrepreneurship competencies empowers individuals to excel at innovation and new venture creation. It provides a practical guide and clear and concise understanding of the knowledge, skills, attitudes, and experiences that are needed to increase imagination, creativity, innovation and new venture creation capability. Innovation and Entrepreneurship will be attractive for students of entrepreneurship, innovation, management and cross-disciplinary classes, such as design thinking. Presented in a modular format, Innovation & Entrepreneurship informs the future direction of people and technology, as well as the educational systems producing the next generation of innovators and entrepreneurs. Based on extensive academic research, this book is organized into two sections: Twelve innovation elements and twelve competency categories. The elements are the foundation and the competency categories are the building blocks that inform our path toward a more precise understanding of how innovation and entrepreneurship plays an important role in economic development and our daily lives.

Organizational Culture and Leadership Edgar H. Schein 2010-07-16 Regarded as one of the most influential management books of all time, this fourth edition of Leadership and Organizational Culture transforms the abstract concept of culture into a tool that can be used to better shape the dynamics of organization and change. This updated edition focuses on today's business realities. Edgar Schein draws on a wide range of contemporary research to redefine culture and demonstrate the crucial role leaders play in successfully applying the principles of culture to achieve their organizational goals.

Start-up Nation Dan Senor 2011-09-07 What the world can learn from Israel's meteoric economic success. Start-Up Nation addresses the trillion dollar question: How is it that Israel -- a country of 7.1 million, only 60 years old, surrounded by enemies, in a constant state of war since its founding, with no natural resources-- produces more start-up companies than large, peaceful, and stable nations like Japan, China, India, Korea, Canada and the UK? With the savvy of foreign policy insiders, Senor and Singer examine the lessons of the country's adversity-driven culture, which flattens hierarchy and elevates informality-- all backed up by government policies focused on innovation. In a world where economies as diverse as Ireland, Singapore and Dubai have tried to re-create the "Israel effect", there are entrepreneurial lessons well worth noting. As America reboots its own economy and can-do spirit, there's never been a better time to look at this remarkable and resilient nation for some impressive, surprising clues.

The Elements of Style William Strunk 2012-04-04 This is the book that generations of writers have relied upon for timeless advice on grammar, diction, syntax, and other essentials. In concise terms, it identifies the principal requirements of proper style and common errors.

Build, Borrow, Or Buy Laurence Capron 2012 How should you grow your organization? Its one of the most challenging questions an executive team faces and the wrong answer can break your firm. So where do you start? By asking the right questions, argue INSEADs Laurence Capron and coauthor Will Mitchell, of Duke University's Fuqua School of Business and the Rotman School of Management at the University of Toronto. Drawing on more than two decades of research and teaching, Capron and Mitchell have found that a firm's aptitude for determining the best resource pathways for its growth has a defining impact on its success. They've come up with a helpful framework, reflecting practices of a variety of successful global organizations, to help you determine which path is best for yours.

Crossing the Chasm Geoffrey A. Moore 2009-03-17 Here is the bestselling guide that created a new game plan for marketing in high-tech industries. Crossing the Chasm has become the bible for bringing cutting-edge products to progressively larger markets. This edition provides new insights into the realities of high-tech marketing, with special emphasis on the Internet. It's essential reading for anyone with a stake in the world's most exciting marketplace.

Management Science Powell 2013-10-07 Now in its fourth edition, Powell and Baker's Management Science: The Art of Modeling with Spreadsheets, 4th Edition provides students and business analysts with the technical knowledge and skill needed to develop real expertise in business modeling. In this book, the authors cover spreadsheet engineering, management science, and the modeling craft. Management Science, 4th Edition provides students and business analysts with the technical knowledge and skill needed to develop real expertise in business modeling. The authors cover spreadsheet engineering, management science, and the modeling craft. The text is designed to improve modeling efficiency and modeling effectiveness by focusing on the most important tasks and tools.

Entrepreneurship George Vozikis 2014-12-18 The authors present core concepts of entrepreneurship in an easy-to-follow, logical sequence. Starting with basic definitions and an overarching conceptual framework in Part I, the book then addresses topics pertaining to Venture Initiation (Part II), Venture Management (Part III), and Venture Development (Part IV). Each chapter contains a case study in which a real-life entrepreneur, who confronts the issues of growth and competition, is followed. Venture initiation and development are key components of this book. Entrepreneurship has all the standard features that entrepreneurs-in-training need. The book's strength, however, lies in the clear, straightforward, and logical manner in which the various topics within this complex subject are presented. The book also includes learning objectives, outlines, terms, and review questions.

Systems Engineering (55-603969) 2019

Designing Your Life Bill Burnett 2016-09-20 #1 NEW YORK TIMES BEST SELLER • At last, a book that shows you how to build—design—a life you can thrive in, at any age or stage • “Life has questions. They have answers.” —The New York Times Designers create worlds and solve problems using design thinking. Look around your office or home—at the tablet or smartphone you may be holding or the chair you are sitting in. Everything in our lives was designed by someone. And every design starts with a problem that a designer or team of designers seeks to solve. In this book, Bill Burnett and Dave Evans show us how design thinking can help us create a life that is both meaningful and fulfilling, regardless of who or where we are, what we do or have done for a living, or how young or old we are. The same design thinking responsible for amazing technology, products, and spaces can be used to design and build your career and your life, a life of fulfillment and joy, constantly creative and productive, one that always holds the possibility of surprise.

The New Business Road Test John Walker Mullins 2010 Starting your own business is a daunting task. No matter how talented you are, no matter how much capital you have, no matter how good your business plan is, if you're pursuing a fundamentally flawed opportunity you're heading for failure. So before spending time and money on a new enterprise it's vital to know if your idea is actually going to work in practice. The New Business Road Test shows you how to avoid the obvious mistakes that everyone else makes. The new edition of this best-selling book features: * A new version of the 7 domains model. * Updated case studies that reflect the changes that have happened in the last four years. * Chapter 13 has been rewritten to make the Industry Analysis Checklist more understandable. * A new author run companion website for readers to access extra information.

Trustworthy Online Controlled Experiments Ron Kohavi 2020-04-02 Getting numbers is easy; getting numbers you can trust is hard. This practical guide by experimentation leaders at Google, LinkedIn, and Microsoft will teach you how to accelerate innovation using trustworthy online controlled experiments, or A/B tests. Based on practical experiences at companies that each run more than 20,000 controlled experiments a year, the authors share examples, pitfalls, and advice for students and industry professionals getting started with experiments, plus deeper dives into advanced topics for practitioners who want to improve the way they make data-driven decisions. Learn how to • Use the scientific method to evaluate hypotheses using controlled experiments • Define key metrics and ideally an Overall Evaluation Criterion • Test for trustworthiness of the results and alert experimenters to violated assumptions • Build a scalable platform that lowers the marginal cost of experiments close to zero • Avoid pitfalls like carryover effects and Twyman's law • Understand how statistical issues play out in practice.

THE ELEMENTS OF STYLE William Strunk Jr. 2018-11-02 This eBook has been formatted to the highest digital standards and adjusted for readability on all devices. The Elements of Style William Strunk concentrated on specific questions of usage—and the cultivation of good writing—with the recommendation "Make every word tell"; hence the 17th principle of composition is the simple instruction: "Omit needless words." The book was also listed as one of the 100 best and most influential books written in English since 1923 by Time in its 2011 list.

Narrative and Discursive Approaches in Entrepreneurship Chris Steyaert 2005-01-01 . . . the four books comprising the series would certainly be a valuable addition to any entrepreneurship library. However, each book also stands alone as an individual purchase. Lorraine Warren, International Journal of Entrepreneurial Behaviour and Research The book delivers what it promises: a map of the uses of narrative methods in entrepreneurship studies. It is both an interesting contribution to the field and an important methodological handbook for all entrepreneurship researchers who are thinking of adopting qualitative methods in their inquiries. However, it may also be read with advantage by other researchers using ethnography as their main methodological approach to social studies. . . The aim of the book is to show how narratives can enrich entrepreneurship studies, a goal that in my opinion is aptly fulfilled. Monika Kostera, Scandinavian Journal of Management . . . the contributors in this text breathe fresh and imaginative linguistic resources and narrative/discursive frames of reference into the inquiry of entrepreneurial activities. The anecdote, the narrative, the metaphorical, the discursive and the dramaturgical are significant therefore, not only because they bring to the surface voices, emotions, processes and the relationality of (everyday) entrepreneurial activity that have possibly been previously silenced. But also, to paraphrase Steyaert, these approaches highlight the controversial and interactive aspects of the research process. . . The text is welcome because it treats narrative in a serious and scholarly way. Denise Fletcher, International Small Business Journal In their edited book Narrative and Discursive Approaches in Entrepreneurship, Daniel Hjorth and Chris Steyaert provide a fascinating glimpse into a perspective on entrepreneurship that will be enlightening for many readers.

Entrepreneurship authors typically talk about theory, methods, and data as if a straight-forward linear process united them all, and making sense of entrepreneurship was simply a matter of knowing how to interpret one's findings. By contrast, the authors in this volume propose narrative and discursive approaches in which the contributing authors emphasize rich description, reflexive conceptualization, and interpretations offered as part of the story itself. They draw upon an international set of cases, including Russia, Sweden, Denmark, Norway, Venezuela, and North America. The cases themselves make for fascinating reading, quite apart from what we learn about the difficulties of imposing a particular interpretation on a given story. For example, taxi drivers in Caracas, management consultants in Denmark, and women entrepreneurs in northern Norway all make for fascinating narratives from which to understand the entrepreneurial process. Unlike many edited books which have no plot, the editors have included opening and closing sections that link the chapters, offer alternative readings of them, and propose new and expansive ways of thinking about entrepreneurship. Howard Aldrich, University of North Carolina at Chapel Hill, US Daniel Hjorth and Chris Steyaert set out to advance the study of entrepreneurship by refocusing the lens of discovery from economics, management and marketing to other paradigmatic stances in social sciences and humanities like anthropology and literary studies. The result is a provocative collection of chapters that inspire the reader to consider and explore new ideas and research practice that incorporate both the context and place of entrepreneurship. From the perceptive insights of the editors to the rigorous and provocative discourse of the chapters and thoughtful responses in the conclusion emerges a story, in the best of storytelling tradition, about how a linguistic turn can rouse new insights. The editors ask, how do these texts move you? they entice, provoke, challenge, stimulate and guide. Their implications should be far reaching and required reading for any student of t

Strategic Management Fred R. David 2015 "In today's economy, gaining and sustaining a competitive advantage is harder than ever. Strategic Management captures the complexity of the current business environment and delivers the latest skills and concepts with unrivaled clarity, helping students develop their own cutting-edge strategy through skill-developing exercises"--Publisher's website.

Startup Leadership Derek Lidow 2014-03-03 Anyone can start a business. But only leaders can succeed. Most entrepreneurs know the long odds: only a fraction of them will lead their enterprises through the rocky stages of growth to launch self-sustaining companies. Very few know how to outflank the failures that await them at every turn, including the most painful—being abandoned by key members of their team or getting pushed out by their board just as their business starts to generate real value. Derek Lidow is on a mission to improve these odds and change these outcomes. Throughout his long career—as CEO, innovator, and entrepreneur—he has tested virtually every aspect of launching a business. Lidow now argues that success is far less dependent upon a firm's idea or any grand strategy than it is upon something more personal: leadership. Emerging companies have specific leadership requirements, stage by fast-moving stage. Few founders have been able to leverage the tremendous power of this underrecognized reality—until now. Startup Leadership demonstrates how founders can adopt the skills that are required at each stage of their journey. Whether you are at the idea stage or managing a more mature enterprise, you can start to recognize the fundamental conflict: how to balance your selfish drives with the more selfless leadership required by the organization at any given time. The book shows you how to achieve this balance by: Assessing your unique motivations, traits, and skills Creating a personal leadership strategy that leverages your strengths and mitigates your weaknesses Mastering how to lead teams, including boards Understanding the five prerequisites for driving change Taking control of your inevitable crises, thereby strengthening your team and your leadership With Lidow's help, you will learn how to become the startup leader your business needs, and you'll move forward with your plans with greater confidence and success.

Open Access Peter Suber 2012-07-20 A concise introduction to the basics of open access, describing what it is (and isn't) and showing that it is easy, fast, inexpensive, legal, and beneficial. The Internet lets us share perfect copies of our work with a worldwide audience at virtually no cost. We take advantage of this revolutionary opportunity when we make our work "open access": digital, online, free of charge, and free of most copyright and licensing restrictions. Open access is made possible by the Internet and copyright-holder consent, and many authors, musicians, filmmakers, and other creators who depend on royalties are understandably unwilling to give their consent. But for 350 years, scholars have written peer-reviewed journal articles for impact, not for money, and are free to consent to open access without losing revenue. In this concise introduction, Peter Suber tells us what open access is and isn't, how it benefits authors and readers of research, how we pay for it, how it avoids copyright problems, how it has moved from the periphery to the mainstream, and what its future may hold. Distilling a decade of Suber's influential writing and thinking about open access, this is the indispensable book on the subject for researchers, librarians, administrators, funders, publishers, and policy makers.

Just Start Leonard A. Schlesinger 2012 Outlines a path to success based on creativity and problem solving despite the changing economic climate and future uncertainty.

Introduction to Business Lawrence J. Gitman 2018 Introduction to Business covers the scope and sequence of most introductory business courses. The book provides detailed explanations in the context of core themes such as customer satisfaction, ethics, entrepreneurship, global business, and managing change. Introduction to Business includes hundreds of current business examples from a range of industries and geographic locations, which feature a variety of individuals. The outcome is a balanced approach to the theory and application of business concepts, with attention to the knowledge and skills necessary for student success in this

course and beyond.

The Innovator's Prescription: A Disruptive Solution for Health Care Clayton Christensen 2008-10-31 A groundbreaking prescription for health care reform--from a legendary leader in innovation . . . Our health care system is in critical condition. Each year, fewer Americans can afford it, fewer businesses can provide it, and fewer government programs can promise it for future generations. We need a cure, and we need it now. Harvard Business School's Clayton M. Christensen—whose bestselling *The Innovator's Dilemma* revolutionized the business world—presents *The Innovator's Prescription*, a comprehensive analysis of the strategies that will improve health care and make it affordable. Christensen applies the principles of disruptive innovation to the broken health care system with two pioneers in the field—Dr. Jerome Grossman and Dr. Jason Hwang. Together, they examine a range of symptoms and offer proven solutions. YOU'LL DISCOVER HOW “Precision medicine” reduces costs and makes good on the promise of personalized care Disruptive business models improve quality, accessibility, and affordability by changing the way hospitals and doctors work Patient networks enable better treatment of chronic diseases Employers can change the roles they play in health care to compete effectively in the era of globalization Insurance and regulatory reforms stimulate disruption in health care

Principles Ray Dalio 2018-08-07 #1 New York Times Bestseller “Significant...The book is both instructive and surprisingly moving.” —The New York Times Ray Dalio, one of the world's most successful investors and entrepreneurs, shares the unconventional principles that he's developed, refined, and used over the past forty years to create unique results in both life and business—and which any person or organization can adopt to help achieve their goals. In 1975, Ray Dalio founded an investment firm, Bridgewater Associates, out of his two-bedroom apartment in New York City. Forty years later, Bridgewater has made more money for its clients than any other hedge fund in history and grown into the fifth most important private company in the United States, according to *Fortune* magazine. Dalio himself has been named to *Time* magazine's list of the 100 most influential people in the world. Along the way, Dalio discovered a set of unique principles that have led to Bridgewater's exceptionally effective culture, which he describes as “an idea meritocracy that strives to achieve meaningful work and meaningful relationships through radical transparency.” It is these principles, and not anything special about Dalio—who grew up an ordinary kid in a middle-class Long Island neighborhood—that he believes are the reason behind his success. In *Principles*, Dalio shares what he's learned over the course of his remarkable career. He argues that life, management, economics, and investing can all be systemized into rules and understood like machines. The book's hundreds of practical lessons, which are built around his cornerstones of “radical truth” and “radical transparency,” include Dalio laying out the most effective ways for individuals and organizations to make decisions, approach challenges, and build strong teams. He also describes the innovative tools the firm uses to bring an idea meritocracy to life, such as creating “baseball cards” for all employees that distill their strengths and weaknesses, and employing computerized decision-making systems to make believability-weighted decisions. While the book brims with novel ideas for organizations and institutions, *Principles* also offers a clear, straightforward approach to decision-making that Dalio believes anyone can apply, no matter what they're seeking to achieve. Here, from a man who has been called both “the Steve Jobs of investing” and “the philosopher king of the financial universe” (*CIO* magazine), is a rare opportunity to gain proven advice unlike anything you'll find in the conventional business press.

What You're Really Meant to Do Robert Steven Kaplan 2013-04-16 How do you create your own definition of success—and reach your unique potential? Building a fulfilling life and career can be a daunting challenge. It takes courage and hard work. Too often, we charge down a path leading to “success” as defined by those around us—and ultimately, are left feeling dissatisfied. Each of us is unique and brings distinctive skills and qualities to any situation. So why is it that most of us fail to spend sufficient time learning to understand ourselves and creating our own definition of success? The truth is, it can seem so natural and so much easier to just do what everyone else is doing—for now—leaving it for later to develop our best selves and figure out our own unique path. Is there a road map that will enable you to defy conventional wisdom, resist peer pressure, and carve out a path that fits your unique skills and passions? Robert Steven Kaplan, leadership expert and author of the highly successful book *What to Ask the Person in the Mirror*, regularly advises executives and students on how to tackle these questions. In this indispensable new book, Kaplan shares a specific and actionable approach to defining your own success and reaching your potential. Drawing on his years of experience, Kaplan proposes an integrated plan for identifying and achieving your goals. He outlines specific steps and exercises to help you understand yourself more deeply, take control of your career, and build your capabilities in a way that fits your passions and aspirations. Are you doing what you're really meant to do? If you're ready to face this question, this book can help you change your life.

Get Backed Evan Baehr 2015-10-27 “Anyone who comes to pitch on Shark Tank should read this book first!” —Barbara Corcoran, ABC's *Shark Tank* “I have seen literally thousands of companies trying to raise capital and know that a great pitch deck is critical. This book gives you the playbook for creating yours.” —Naval Ravikant, cofounder and CEO, AngelList “I raised twice the amount of money I set out to in a mere five weeks. I'm naming my firstborn child after the Evans.” —Slava Menn, cofounder and CEO, Fortified Bicycle HOW DO YOU LAUNCH THE VENTURE OF YOUR DREAMS? *Get Backed* isn't just about startup fundraising. It's a handbook for anyone who has an idea and needs to build relationships to get it off the ground. Over the last 3 years, entrepreneurs Evan Loomis and Evan Baehr have raised \$45 million for their own ventures, including the second largest round on the fundraising platform AngelList. In *Get Backed*, they show you exactly what they and dozens of others did to raise money—even the mistakes they made—while sharing the secrets of the world's best storytellers, fundraisers, and startup accelerators. They'll also teach you how to use “the friendship loop”, a step-by-step process that can be used to initiate and build relationships with anyone, from investors to potential cofounders. And, most of all, they'll help you create a pitch deck, building on the real-life examples of 15 ventures that have raised over \$150 million. What's in the book? • The original pitch decks and fundraising strategies of 15 ventures that raised over \$150 million • Email scripts that will get you a meeting with angel investors, venture capitalists, and potential board members • Pitching exercises developed by startup talent beds like Stanford University's d.school and Techstars • A breakdown of the 10 essential pitch deck slides, how to create them, and what questions you should answer with each • An overview of the 5 main funding sources for startups, the pros and cons of each, and who the big players are • A crash-course in visual and presentation design that will make any deck beautiful • Templates for 4 stories every entrepreneur should know how to tell • The story of one entrepreneur who showed up in Silicon Valley with no network and six months later had investments from Fred Anderson, Bono, and Peter Thiel *Get Backed* will show you exactly what it takes to get funded and will give you the tools to make any idea a reality.

The Founder's Dilemmas Noam Wasserman 2013-04 *The Founder's Dilemmas* examines how early decisions by entrepreneurs can make or break a startup and its team. Drawing on a decade of research, including quantitative data on almost ten thousand founders as well as inside stories of founders like Evan Williams of Twitter and Tim Westergren of Pandora, Noam Wasserman reveals the common pitfalls founders face and how to avoid them.

Monetizing Your Data Andrew Roman Wells 2017-02-27 Transforming data into revenue generating strategies and actions Organizations are swamped with data—collected from web traffic, point of sale systems, enterprise resource planning systems, and more, but what to do with it? *Monetizing your Data* provides a framework and path for business managers to convert ever-increasing volumes of data into revenue generating actions through three disciplines: decision architecture, data science, and guided analytics. There are large gaps between understanding a business problem and knowing which data is relevant to the problem and how to leverage that data to drive significant financial performance. Using a proven methodology developed in the field through delivering meaningful solutions to Fortune 500 companies, this book gives you the analytical tools, methods, and techniques to transform data you already have into information into insights that drive winning decisions. Beginning with an explanation of the analytical cycle, this book guides you through the process of developing value generating strategies that can translate into big returns. The companion website, www.monetizingyourdata.com, provides templates, checklists, and examples to help you apply the methodology in your environment, and the expert author team provides authoritative guidance every step of the way. This book shows you how to use your data to: Monetize your data to drive revenue and cut costs

Connect your data to decisions that drive action and deliver value Develop analytic tools to guide managers up and down the ladder to better decisions Turning data into action is key; data can be a valuable competitive advantage, but only if you understand how to organize it, structure it, and uncover the actionable information hidden within it through decision architecture and guided analytics. From multinational corporations to single-owner small businesses, companies of every size and structure stand to benefit from these tools, methods, and techniques; Monetizing your Data walks you through the translation and transformation to help you leverage your data into value creating strategies.

Experimentation Works Stefan H. Thomke 2020-02-18 Don't fly blind. See how the power of experiments works for you. When it comes to improving customer experiences, trying out new business models, or developing new products, even the most experienced managers often get it wrong. They discover that intuition, experience, and big data alone don't work. What does? Running disciplined business experiments. And what if companies roll out new products or introduce new customer experiences without running these experiments? They fly blind. That's what Harvard Business School professor Stefan Thomke shows in this rigorously researched and eye-opening book. It guides you through best practices in business experimentation, illustrates how these practices work at leading companies, and answers some fundamental questions: What makes a good experiment? How do you test in online and brick-and-mortar businesses? In B2B and B2C? How do you build an experimentation culture? Also, best practice means running many experiments. Indeed, some hugely successful companies, such as Amazon, Booking.com, and Microsoft, run tens of thousands of controlled experiments annually, engaging millions of users. Thomke shows us how these and many other organizations prove that experimentation provides significant competitive advantage. How can managers create this capability at their own companies? Essential is developing an experimentation organization that prizes the science of testing and puts the discipline of experimentation at the center of its innovation process. While it once took companies years to develop the tools for such large-scale experiments, advances in technology have put these tools at the fingertips of almost any business professional. By combining the power of software and the rigor of controlled experiments, today's managers can make better decisions, create magical customer experiences, and generate big financial returns. Experimentation Works is your guidebook to a truly new way of thinking and innovating.

Health Informatics: Practical Guide for Healthcare and Information Technology Professionals (Sixth Edition) Robert E. Hoyt 2014 Health Informatics (HI) focuses on the application of Information Technology (IT) to the field of medicine to improve individual and population healthcare delivery, education and research. This extensively updated fifth edition reflects the current knowledge in Health Informatics and provides learning objectives, key points, case studies and references.

The ONE Thing Gary Keller 2013-04-01 • More than 500 appearances on national bestseller lists • #1 Wall Street Journal, New York Times, and USA Today • Won 12 book awards • Translated into 35 languages • Voted Top 100 Business Book of All Time on Goodreads People are using this simple, powerful concept to focus on what matters most in their personal and work lives. Companies are helping their employees be more productive with study groups, training, and coaching. Sales teams are boosting sales. Churches are conducting classes and recommending for their members. By focusing their energy on one thing at a time people are living more rewarding lives by building their careers, strengthening their finances, losing weight and getting in shape, deepening their faith, and nurturing stronger marriages and personal relationships. YOU WANT LESS. You want fewer distractions and less on your plate. The daily barrage of e-mails, texts, tweets, messages, and meetings distract you and stress you out. The simultaneous demands of work and family are taking a toll. And what's the cost? Second-rate work, missed deadlines, smaller paychecks, fewer promotions--and lots of stress. AND YOU WANT MORE. You want more productivity from your work. More income for a better lifestyle. You want more satisfaction from life, and more time for yourself, your family, and your friends. NOW YOU CAN HAVE BOTH — LESS AND MORE. In The ONE Thing, you'll learn to * cut through the clutter * achieve better results in less time * build momentum toward your goal* dial down the stress * overcome that overwhelmed feeling * revive your energy * stay on track * master what matters to you The ONE Thing delivers extraordinary results in every area of your life--work, personal, family, and spiritual. WHAT'S YOUR ONE THING?

Chemical Engineering Design Gavin Towler 2012-01-25 Chemical Engineering Design, Second Edition, deals with the application of chemical engineering principles to the design of chemical processes and equipment. Revised throughout, this edition has been specifically developed for the U.S. market. It provides the latest US codes and standards, including API, ASME and ISA design codes and ANSI standards. It contains new discussions of conceptual plant design, flowsheet development, and revamp design; extended coverage of capital cost estimation, process costing, and economics; and new chapters on equipment selection, reactor design, and solids handling processes. A rigorous pedagogy assists learning, with detailed worked examples, end of chapter exercises, plus supporting data, and Excel spreadsheet calculations, plus over 150 Patent References for downloading from the companion website. Extensive instructor resources, including 1170 lecture slides and a fully worked solutions manual are available to adopting instructors. This text is designed for chemical and biochemical engineering students (senior undergraduate year, plus appropriate for capstone design courses where taken, plus graduates) and lecturers/tutors, and professionals in industry (chemical process, biochemical, pharmaceutical, petrochemical sectors). New to this edition: Revised organization into Part I: Process Design, and Part II: Plant Design. The broad themes of Part I are flowsheet development, economic analysis, safety and environmental impact and optimization. Part II contains chapters on equipment design and selection that can be used as supplements to a lecture course or as essential references for students or practicing engineers working on design projects. New discussion of conceptual plant design, flowsheet development and revamp design Significantly increased coverage of capital cost estimation, process costing and economics New chapters on equipment selection, reactor design and solids handling processes New sections on fermentation, adsorption, membrane separations, ion exchange and chromatography Increased coverage of batch processing, food, pharmaceutical and biological processes All equipment chapters in Part II revised and updated with current information Updated throughout for latest US codes and standards, including API, ASME and ISA design codes and ANSI standards Additional worked examples and homework problems The most complete and up to date coverage of equipment selection 108 realistic commercial design projects from diverse industries A rigorous pedagogy assists learning, with detailed worked examples, end of chapter exercises, plus supporting data and Excel spreadsheet calculations plus over 150 Patent References, for downloading from the companion website Extensive instructor resources: 1170 lecture slides plus fully worked solutions manual available to adopting instructors

Qualitative Research from Start to Finish, First Edition Robert K. Yin 2011-09-26 This lively, practical text presents a fresh and comprehensive approach to doing qualitative research. The book offers a unique balance of theory and clear-cut choices for customizing every phase of a qualitative study. A scholarly mix of classic and contemporary studies from multiple disciplines provides compelling, field-based examples of the full range of qualitative approaches. Readers learn about adaptive ways of designing studies, collecting data, analyzing data, and reporting findings. Key aspects of the researcher's craft are addressed, such as fieldwork options, the five phases of data analysis (with and without using computer-based software), and how to incorporate the researcher's "declarative" and "reflective" selves into a final report. Ideal for graduate-level courses, the text includes:* Discussions of ethnography, grounded theory, phenomenology, feminist research, and other approaches.* Instructions for creating a study bank to get a new study started.* End-of-chapter exercises and a semester-long, field-based project.* Quick study boxes, research vignettes, sample studies, and a glossary.* Previews for sections within chapters, and chapter recaps.* Discussion of the place of qualitative research among other social science methods, including mixed methods research.

Rework Jason Fried 2010-03-09 Rework shows you a better, faster, easier way to succeed in business. Most business books give you the same old advice: Write a business plan, study the competition, seek investors, yadda yadda. If you're looking for a book like that, put this one back on the shelf. Read it and you'll know why plans are actually harmful, why you don't need outside investors, and why you're better off ignoring the competition. The truth is, you need less than you think. You don't need to be a workaholic. You don't need to staff up. You don't need to waste time on paperwork or meetings. You don't even need an office. Those are all just excuses. What you really need to do is stop talking and start working. This book shows you the way. You'll learn how to be more productive, how to get exposure without breaking the bank, and tons more

counterintuitive ideas that will inspire and provoke you. With its straightforward language and easy-is-better approach, Rework is the perfect playbook for anyone who's ever dreamed of doing it on their own. Hardcore entrepreneurs, small-business owners, people stuck in day jobs they hate, victims of "downsizing," and artists who don't want to starve anymore will all find valuable guidance in these pages.

Beyond the Idea Vijay Govindarajan 2013-09-24 The New York Times bestselling authors of *Reverse Innovation* and *How Stella Saved the Farm* distill more than a decade of exclusive research into one short, powerful, action-oriented book. Companies stumble when they imagine that innovation is mostly about ideas. The reality is that ideas are only beginnings. Indeed, even a company with the world's best idea still faces a devilish challenge: it must build the business of tomorrow without endangering the business of today. Vijay Govindarajan and Chris Trimble are the world's leading authorities on the successful management of innovation. In *Beyond the Idea*, they distill more than a decade of research and insight into a practical, accessible, read-at-one-sitting handbook that offers invaluable guidance for anyone charged with making innovation happen: executives, managers, consultants, project leaders, and teams. By offering specific action steps, *Beyond the Idea* extends the elegant conceptual insights from *How Stella Saved the Farm*, Govindarajan and Trimble's parable. *Beyond the Idea* shows exactly how to: - Build a team with a very particular structure, one that makes it possible to simultaneously build something new and sustain what exists. - Manage any innovation initiative as a disciplined experiment. - Implement three distinct models for moving from ideas to action. *Beyond the Idea* is an essential book for any business that recognizes that innovation always has been, and always will be, the key to long term growth and vitality.

Originals Adam Grant 2017-02-07 The #1 New York Times bestseller that examines how people can champion new ideas in their careers and everyday life—and how leaders can fight groupthink, from the author of *Think Again* and co-author of *Option B* “Filled with fresh insights on a broad array of topics that are important to our personal and professional lives.”—The New York Times DealBook “Originals is one of the most important and captivating books I have ever read, full of surprising and powerful ideas. It will not only change the way you see the world; it might just change the way you live your life. And it could very well inspire you to change your world.” —Sheryl Sandberg, COO of Facebook and author of *Lean In With Give and Take*, Adam Grant not only introduced a landmark new paradigm for success but also established himself as one of his generation's most compelling and provocative thought leaders. In *Originals* he again addresses the challenge of improving the world, but now from the perspective of becoming original: choosing to champion novel ideas and values that go against the grain, battle conformity, and buck outdated traditions. How can we originate new ideas, policies, and practices without risking it all? Using surprising studies and stories spanning business, politics, sports, and entertainment, Grant explores how to recognize a good idea, speak up without getting silenced, build a coalition of allies, choose the right time to act, and manage fear and doubt; how parents and teachers can nurture originality in children; and how leaders can build cultures that welcome dissent. Learn from an entrepreneur who pitches his start-ups by highlighting the reasons not to invest, a woman at Apple who challenged Steve Jobs from three levels below, an analyst who overturned the rule of secrecy at the CIA, a billionaire financial wizard who fires employees for failing to criticize him, and a TV executive who didn't even work in comedy but saved *Seinfeld* from the cutting-room floor. The payoff is a set of groundbreaking insights about rejecting conformity and improving the status quo.

How to Price Effectively Utpal Dholakia 2017-07-03 Pricing decisions are among the most important and impactful business decisions that a manager can make. *How to Price Effectively: A Guide for Managers and Entrepreneurs* introduces the value pricing framework, a structured, versatile, and comprehensive method for making good pricing decisions and executing them. The framework weaves together the latest thinking from academic research journals, proven best practices from the leading pricing experts, and ideas from other fields such as medical decision making, consumer behavior, and organizational psychology. The book discusses what a good pricing decision is, which factors you should consider when making one, the role played by each factor—costs, customer value, reference prices, and the value proposition—and how they work together, the importance of price execution, and how to evaluate the success of pricing decisions. You will also be introduced to a set of useful and straightforward tools to implement the value pricing framework, and study many examples and company case studies that illustrate its nuances. The purpose of *How to Price Effectively: A Guide for Managers and Entrepreneurs* is to provide you with a comprehensive, practical guide to making, executing, and evaluating pricing decisions.

Disciplined Entrepreneurship Bill Aulet 2013-08-12 24 Steps to Success! *Disciplined Entrepreneurship* will change the way you think about starting a company. Many believe that entrepreneurship cannot be taught, but great entrepreneurs aren't born with something special – they simply make great products. This book will show you how to create a successful startup through developing an innovative product. It breaks down the necessary processes into an integrated, comprehensive, and proven 24-step framework that any industrious person can learn and apply. You will learn: Why the “F” word – focus – is crucial to a startup's success Common obstacles that entrepreneurs face – and how to overcome them How to use innovation to stand out in the crowd – it's not just about technology Whether you're a first-time or repeat entrepreneur, *Disciplined Entrepreneurship* gives you the tools you need to improve your odds of making a product people want. Author Bill Aulet is the managing director of the Martin Trust Center for MIT Entrepreneurship as well as a senior lecturer at the MIT Sloan School of Management. For more please visit <http://disciplinedentrepreneurship.com/>

BE 2.0 (Beyond Entrepreneurship 2.0) Jim Collins 2020-12-01 From Jim Collins, the most influential business thinker of our era, comes an ambitious upgrade of his classic, *Beyond Entrepreneurship*, that includes all-new findings and world-changing insights. What's the roadmap to create a company that not only survives its infancy but thrives, changing the world for decades to come? Nine years before the publication of his epochal bestseller *Good to Great*, Jim Collins and his mentor, Bill Lazier, answered this question in their bestselling book, *Beyond Entrepreneurship*. *Beyond Entrepreneurship* left a definitive mark on the business community, influencing the young pioneers who were, at that time, creating the technology revolution that was birthing in Silicon Valley. Decades later, successive generations of entrepreneurs still turn to the strategies outlined in *Beyond Entrepreneurship* to answer the most pressing business questions. *BE 2.0* is a new and improved version of the book that Jim Collins and Bill Lazier wrote years ago. In *BE 2.0*, Jim Collins honors his mentor, Bill Lazier, who passed away in 2005, and reexamines the original text of *Beyond Entrepreneurship* with his 2020 perspective. The book includes the original text of *Beyond Entrepreneurship*, as well as four new chapters and fifteen new essays. *BE 2.0* pulls together the key concepts across Collins' thirty years of research into one integrated framework called The Map. The result is a singular reading experience, which presents a unified vision of company creation that will fascinate not only Jim's millions of dedicated readers worldwide, but also introduce a new generation to his remarkable work.

Winning Legally Constance E. Bagley 2005-11-10 The rash of corporate scandals in recent years underscores a fact too often ignored in the business world: flouting the law holds serious consequences. Indeed, all it takes is one rogue trader, one greedy executive, or one misinformed manager to place an entire organization at risk. But respected legal expert Constance E. Bagley argues that staying out of trouble is only part of the picture when it comes to legality in business. In *Winning Legally*, Bagley shows how managers can proactively harness the power of the law to maximize corporate value, marshal human and financial resources, and manage risk. Through scores of classic and contemporary examples across the business landscape, this no-nonsense guide completely re-frames the relationship of law to business. Bagley explains how managers can use the law as a strategic tool to help select and work effectively with legal advisers, spot legal issues before they become problems, weigh the legal risks of specific opportunities, and more. Ultimately, the responsibility for making tough business decisions lies with managers—not with lawyers. This timely book shows how managers can combine business audacity and vision with integrity and respect for the law to build truly great and enduring firms. Constance E. Bagley is an associate professor of business administration at Harvard Business School. She was formerly a partner of Bingham McCutchen LLP and co-author of *The Entrepreneur's Guide to Business Law*.

Principles of Management Openstax 2022-03-25 *Principles of Management* is designed to meet the scope and sequence requirements of the introductory course on management. This is a traditional approach to management using the leading, planning, organizing, and controlling approach. Management is a broad business discipline, and the *Principles of Management* course covers many management areas such as human

resource management and strategic management, as well as behavioral areas such as motivation. No one individual can be an expert in all areas of management, so an additional benefit of this text is that specialists in a variety of areas have authored individual chapters. Contributing Authors David S. Bright, Wright State University Anastasia H. Cortes, Virginia Tech University Eva Hartmann, University of Richmond K. Praveen Parboteeah, University of Wisconsin-Whitewater Jon L. Pierce, University of Minnesota-Duluth Monique Reece Amit Shah, Frostburg State University Siri Terjesen, American University Joseph Weiss, Bentley University Margaret A. White, Oklahoma State University Donald G. Gardner, University of Colorado-Colorado Springs Jason Lambert, Texas Woman's University Laura M. Leduc, James Madison University Joy Leopold, Webster University Jeffrey Muldoon, Emporia State University James S. O'Rourke, University of Notre Dame

The Portable MBA Kenneth M. Eades 2010-04-06 A totally revised new edition of the bestselling guide to business school basics The bestselling book that invented the "MBA in a book" category, The Portable MBA Fifth Edition is a reliable and information-packed guide to the business school curriculum and experience. For years, professionals who need MBA-level information and insight-but don't need the hassle of business school-have turned to the Portable MBA series for the very best, most up-to-date coverage of the business basics. This new revised and expanded edition continues that long tradition with practical, real-world business insight from faculty members from the prestigious Darden School at the University of Virginia. With 50 percent new material, including new chapters on such topics as emerging economies, enterprise risk management, consumer behavior, managing teams, and up-to-date career advice, this is the best Portable MBA ever. Covers all the core topics you'd learn in business school, including finance, accounting, marketing, economics, ethics, operations management, management and leadership, and strategy. Every chapter is totally updated and seven new chapters have been added on vital business topics Includes case studies and interactive web-based examples Whether you own your own small business or work in a major corporate office, The Portable MBA gives you the comprehensive information and rich understanding of the business world that you need.

Process Engineering and Industrial Management Jean-Pierre Dal Pont 2013-03-04 Process Engineering, the science and art of transforming rawmaterials and energy into a vast array of commercial materials, wasconceived at the end of the 19th Century. Its history in the roleof the Process Industries has been quite honorable, and techniquesand products have contributed to improve health, welfare andquality of life. Today, industrial enterprises, which are still amajor source of wealth, have to deal with new challenges in aglobal world. They need to reconsider their strategy taking intoaccount environmental constraints, social requirements, profit,competition, and resource depletion. "Systems thinking" is a prerequisite from procesdevelopment at the lab level to good project management. Newmanufacturing concepts have to be considered, taking into accountLCA, supply chain management, recycling, plant flexibility,continuous development, process intensification andinnovation. This book combines experience from academia and industry in thefield of industrialization, i.e. in all processes involved in theconversion of research into successful operations. Enterprises arefacing major challenges in a world of fierce competition andglobalization. Process engineering techniques provide ProcessIndustries with the necessary tools to cope with these issues. Thechapters of this book give a new approach to the management oftechnology, projects and manufacturing. Contents Part 1: The Company as of Today 1. The Industrial Company: its Purpose, History, Context, and itsTomorrow?, Jean-Pierre Dal Pont. 2. The Two Modes of Operation of the Company - Operationaland Entrepreneurial, Jean-Pierre Dal Pont. 3. The Strategic Management of the Company: Industrial Aspects,Jean-Pierre Dal Pont. Part 2: Process Development and Industrialization 4. Chemical Engineering and Process Engineering, Jean-Pierre DalPont. 5. Foundations of Process Industrialization, Jean-FrançoisJoly. 6. The Industrialization Process: Preliminary Projects, Jean-PierreDal Pont and Michel Royer. 7. Lifecycle Analysis and Eco-Design: Innovation Tools forSustainable Industrial Chemistry, Sylvain Caillol. 8. Methods for Design and Evaluation of Sustainable Processes andIndustrial Systems, Catherine Azzaro-Pantel. 9. Project Management Techniques: Engineering, Jean-Pierre DalPont. Part 3: The Necessary Adaptation of the Company for theFuture 10. Japanese Methods, Jean-Pierre Dal Pont. 11. Innovation in Chemical Engineering Industries, Oliver Potierand Mauricio Camargo. 12. The Place of Intensified Processes in the Plant of the Future,Laurent Falk. 13. Change Management, Jean-Pierre Dal Pont. 14. The Plant of the Future, Jean-Pierre Dal Pont.

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