Successful entrepreneurship requires a specialized mix of innovation, drive, business acumen, and communication; an entrepreneur sees the potential and pitfalls in any idea, and understands the product, the market, and the business climate well enough to make smart decisions for the venture. This book is designed to go beyond the nuts and bolts of entrepreneurship and help students develop the critical foundation referred to as “entrepreneurial thinking.”

Organized to align with the typical flow of development, the text allows students to develop their own ideas alongside each lesson. Coverage of goals, opportunities, and resources includes detailed discussion of venture funding, financial resources, and the relationships needed to get an idea off the ground; subsequent chapters include clear guidance on keeping the momentum going through product development, enterprise growth, value creation, and the evolution of the business model. Based on the latest research and providing a truly global perspective, this book gives students a comprehensive, real-world foundation in entrepreneurship today.

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