

1. Record Nr.	UNINA990007094550403321
Autore	Italia
Titolo	Quattro codici 2001 : con le leggi complementari / a cura di Luigi Tramontano
Pubbl/distr/stampa	Torino : UTET, 2001
ISBN	88-02-05839-3
Descrizione fisica	1719 p. ; 23 cm
Disciplina	348.45023
Locazione	FSPBC
Collocazione	XXX Cod. 924
Lingua di pubblicazione	Italiano
Formato	Materiale a stampa
Livello bibliografico	Monografia
2. Record Nr.	UNINA9910785722003321
Autore	Cohan Peter S. <1957->
Titolo	Hungry start-up strategy [[electronic resource]] : creating new ventures with limited resources and unlimited vision / / Peter S. Cohan
Pubbl/distr/stampa	San Francisco, : Berrett-Koehler Publishers, c2012
ISBN	1-283-70498-6 1-60994-529-8
Edizione	[1st ed.]
Descrizione fisica	1 online resource (262 p.)
Collana	BK Business
Disciplina	658.1/1 658.11
Soggetti	New business enterprises Strategic planning Venture capital Entrepreneurship
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.

Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Cover; Contents; Preface; Introduction; PART ONE: SIX START-UP CHOICES; 1 Setting Goals: What Makes You Hungry?; 2 Picking Markets: Feed Your Customers and They'll Feed You; 3 Raising Capital: Maintain Your Fighting Weight; 4 Building the Team: Whom Do You Invite to the Table?; 5 Gaining Share: Satisfy Your Customers' Cravings; 6 Adapting to Change: Don't Let Others Eat Your Lunch; PART TWO: IMPLICATIONS FOR STAKEHOLDERS; 7 Straight Talk from Start-Up Capital Providers; 8 Can Big Companies Train Entrepreneurs?; 9 Resources; Notes; Acknowledgments; Index; A; B; C; D; E; F; G; H; I; J; K; L; M; NO; P; Q; R; S; T; U; V; W; X; Y; Z; About the Author
Sommario/riassunto	A celebrated professor and practitioner of entrepreneurship provides the definitive handbook on entrepreneurial strategy. Based on more than 150 case studies of successful business that started from the ground up.