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Nota di contenuto	Frontmatter -- Acknowledgments -- About the Author -- Contents -- Introduction -- Part I: Choosing the Right Partner -- Chapter 1. Hook Up or Stay Solo: The Benefits of a Partnership -- Chapter 2 Your Significant "Business Other": Choosing the Right Partner -- Chapter 3 Getting to Know You: Playing the Field with a Purpose -- Chapter 4. All in the Family: Partnering with Friends, Spouses and Relatives -- Chapter 5. Take a Vow or Walk Away: Deciding to Move Forward or Not -- Part II: Planning for Your Future Together -- Chapter 6. Setting a Solid Foundation: The BPAT -- Chapter 7. 'Til Death or Design Do We Part: Planning a Winning Exit Strategy -- Chapter 8. The Partnership Agreement: Putting Your Handshake on Paper -- Chapter 9. The Future is Now: Formulating Your Business Plan -- Chapter 10. Life Happens: Preparing for "What Ifs" and the Unexpected -- Part III: After the Honeymoon -- Chapter 11. Finding Your Daily Rhythm -- Chapter 12. Listen Up: Essential Communication Skills -- Chapter 13. Trouble in Paradise? Conflict Resolution Basics -- Part IV: Collaborations Is the New Currency -- Chapter 14. A Word About Joint Ventures -- Chapter 15. Parting Thoughts on Partnerships -- Appendix A. Keys to Effectively Delegating and Having Time for Yourself -- Appendix B. Business Partnership Success Meter -- Index

Sommario/riassunto

Business partnerships are vital to the US economy yet their failure rate is alarming: 70% of them don't make it. Dr. Lehavi is leading the charge to reverse this statistic. As a business partnership relationship coach, she intimately knows the impact that these partnerships have on cofounders, employees, customers, families, local communities and global markets. *Business Partnership Essentials* walks you through every phase of the process-from choosing the right partner and operating your business on a daily basis, all the way through to exit and planning for the unexpected. Following Lehavi's guidance will ensure that you've done everything you can to help your partnership succeed.
