1. Record Nr. UNINA9910791025803321 Autore Kander Diana Titolo All in startup: launching a new idea when everything is on the line // Diana Kander; foreword by Steve Blank Pubbl/distr/stampa Hoboken, New Jersey:,: Wiley,, 2014 ©2014 **ISBN** 1-118-85767-4 1-118-85776-3 Edizione [1st edition] Descrizione fisica 1 online resource (304 p.) Classificazione BUS025000 658.1/1 Disciplina Soggetti Entrepreneurship New business enterprises Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di contenuto All in Startup: Launching a New Idea When Everything Is on the Line; Copyright; Contents; Foreword; A Letter from Thom Ruhe: Vice President of Entrepreneurship at the Kauffman Foundation: Introduction: Chapter 1: First Appearances Can Be Deceiving: Chapter 2: You're Not Fooling Anyone; Chapter 3: You Can't Sell Anything by Doing All of the Talking; Chapter 4: It's How Well You Lose, Not How Well You Win, That Determines Whether You Get to Keep Playing: Chapter 5: The Real Pros Don't Play Every Hand; Chapter 6: Vanity Metrics Can Hide the Real Numbers That Matter to Your Business Chapter 7: You Won't Find a Mentor if You Don't AskChapter 8: Put Your Customers and Their Needs before Your Vision for a Solution; Chapter 9: Don't Gamble-Use Small Bets to Find Opportunities; Chapter 10: Even Experts Need to Prepare for New Terrain; Chapter 11: People Don't Buy Visionary Products They Buy Solutions to Their Problems; Chapter 12: Only Customers Can Tell You if You've Found a Problem Worth Solving; Chapter 13: Hoping and Praying for Luck Is Not a Strategy; Chapter 14: It's Never Too Late to Test Your Assumptions Chapter 15: The Secret to Customer Interviews Is Nonleading, Open-Ended QuestionsChapter 16: The Only Way to Get Good at Customer

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Sommario/riassunto

"A book for anyone who has started a business, thought about starting a business, or just been close to someone who has, All In Startup introduces the reader to the latest advances in entrepreneurship, including a new understanding of how to launch a company in a way that dramatically improves its chances of success. The "business plan" curriculum taught in most M.B.A. programs is on the verge of extinction. A new "scientific method" of entrepreneurship built around forming and testing basic assumptions will soon replace the tired old model. The book, told through a case study approach, follows the story of Owen Chase who is tasked with turning his company around in 9 days. Through rich storytelling, All In Startup provides a book-length case study to showcase a new type of entrepreneurship, revealing innovative business principles and the emotional reality of entrepreneurship that goes tragically unmentioned during business school"--