

1. Record Nr.	UNINA9910798224003321
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Titolo	The startup checklist : 25 steps to a scalable, high-growth business // David S. Rose
Pubbl/distr/stampa	Hoboken, New Jersey : , : Wiley, , 2016 ©2016
ISBN	1-119-16405-2 1-119-16404-4
Edizione	[1st edition]
Descrizione fisica	1 online resource (xiv, 306 pages) : illustrations
Classificazione	BUS025000
Disciplina	658.1/1
Soggetti	Entrepreneurship New business enterprises - Management Investments
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Introduction: 25 key action steps (plus one) for every entrepreneur -- Translate your idea into a compelling business model -- Craft a lean business plan to serve as your venture's road map -- Find and know your competitors -- Build your dream team -- Allocate the equity in your startup -- Build a minimum viable product and validate your plan with customers -- Establish your brand with online public profiles -- Network effectively with the entrepreneurial ecosystem -- Incorporate your company for protection and investment -- "Lawyer up" the right way -- Recruit your board of directors and advisors -- Select an accountant and an accounting system -- Establish and manage your credit profile -- Open bank, credit card, and merchant accounts -- Choosing your key technologies, platforms, and vendors -- Measure your business with data analytics -- Round out your team with employees and freelancers -- Establish a stock option plan to incentivize your team -- Understand the funding process and what investors want to see -- Nurture your investor pipeline -- Crowdfunding and online platforms -- Survive the term sheet negotiation and investor due diligence -- Get the most from your investors, now and in the future -- Understand your company's

valuation -- Keep your eye on the exit and reap the benefits of success.

Sommario/riassunto

"While most entrepreneurship books focus on strategy, this invaluable guide provides the concrete steps that will get your new business off to a strong start. You'll learn the ins and outs of startup execution, management, legal issues, and practical processes throughout the launch and growth phases, and how to avoid the critical missteps that threaten the foundation of your business. Instead of simply referring you to experts, this discussion shows you exactly which experts you need, what exactly you need them to do, and which tools you will use to support them--and you'll gain enough insight to ask smart questions that help you get your money's worth"--
