

1. Record Nr.	UNINA9910799951603321
Titolo	Capacity for development : new solutions to old problems // edited by Sakiko Fukuda-Parr, Carlos Lopes, Khalid Malik
Pubbl/distr/stampa	Sterling, Va. : , : Earthscan Publications, , 2002
ISBN	1-136-57050-0 600-00-0304-8 1-4175-2246-1 9786610475810 1-136-57051-9 1-280-47581-1 1-84977-065-4
Descrizione fisica	viii, 284 p. : ill
Altri autori (Persone)	Fukuda-ParrSakiko <1950-> LopesCarlos MalikKhalid <1952->
Disciplina	338.9/009172/4
Soggetti	Industrial capacity - Developing countries Infrastructure (Economics) - Developing countries Economic development projects - Developing countries Technical assistance - Developing countries Information technology - Economic aspects - Developing countries Economic development
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Bibliographic Level Mode of Issuance: Monograph
Nota di bibliografia	Includes bibliographical references.
Nota di contenuto	pt. 1. Capacity and development -- pt. 2. Ownership -- pt. 3. Knowledge.

2. Record Nr.	UNINA9910810979303321
Autore	Lehavi Dorene
Titolo	Business partnership essentials : a step-by-step action plan for succeeding in business With a Partner / / Dorene Lehavi
Pubbl/distr/stampa	Boston, [Massachusetts] ; ; Berlin, [Germany] : , : De Gruyter Press, , 2018 ©2018
ISBN	1-5474-0020-X
Edizione	[Second edition.]
Descrizione fisica	1 online resource (152 pages)
Disciplina	650
Soggetti	Business Partnership
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
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.
