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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
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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.
