Record Nr. UNINA9910808823403321 Autore Cohan Peter S. <1957-> Titolo Hungry start-up strategy: creating new ventures with limited resources and unlimited vision / / Peter S. Cohan San Francisco, : Berrett-Koehler Publishers, c2012 Pubbl/distr/stampa **ISBN** 1-283-70498-6 1-60994-529-8 Edizione [1st ed.] Descrizione fisica 1 online resource (262 p.) Collana **BK Business** Disciplina 658.1/1 Soggetti New business enterprises Strategic planning Venture capital Entrepreneurship Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Cover; Contents; Preface; Introduction; PART ONE: SIX START-UP CHOICES; 1 Setting Goals: What Makes You Hungry?; 2 Picking Markets: Feed Your Customers and They'll Feed You; 3 Raising Capital: Maintain Your Fighting Weight; 4 Building the Team: Whom Do You Invite to the Table?; 5 Gaining Share: Satisfy Your Customers' Cravings; 6 Adapting to Change: Don't Let Others Eat Your Lunch; PART TWO: IMPLICATIONS FOR STAKEHOLDERS: 7 Straight Talk from Start-Up Capital Providers: 8 Can Big Companies Train Entrepreneurs?; 9 Resources; Notes; Acknowledgments; Index; A; B; C; D; E; F; G; H; I; J; K; L; M NO: P: Q: R: S: T: U: V: W: X: Y: Z: About the Author Sommario/riassunto A celebrated professor and practitioner of entrepreneurship provides the definitive handbook on entrepreneurial strategy. Based on more than 150 case studies of successful business that started from the

ground up.