"Pay attention."—Jason Fried  
A revolutionary roadmap for building startups that go the distance  
Now more than ever, you don’t need a fancy office, Ivy League degree, or millions of dollars in venture capital to launch a business that matters for the communities you care most about. Software, the internet, and remote work have made it possible for entrepreneurs to start for free, make a customer of anyone, and grow a profitable, sustainable company from anywhere. Packed with hard-won, battle-tested lessons from Lavingia’s own journey of building Gumroad, a platform for creators to sell their work, The Minimalist Entrepreneur teaches founders how to:  
• start then learn  
• build a community, then solve a problem for them  
• charge for something even before you’ve built anything  
• avoid running out of money and, more importantly, energy  
• run a tight ship amid the rise of the gig economy and remote work  
• own a business without it owning you back.  
The Minimalist Entrepreneur is the manifesto for a new generation of founders who would rather build great companies than big ones. This is essential knowledge for every founder aspiring to build a business worth building.  
This Open Access book is about the development of a common understanding of environmental citizenship. It conceptualizes and frames environmental citizenship taking an educational perspective. Organized in four complementary parts, the book first explains the political, economic and societal dimensions of the concept. Next, it examines environmental citizenship as a psychological concept with a specific focus on knowledge, values, beliefs and attitudes. It then explores environmental citizenship within the context of environmental education and education for sustainability. It elaborates responsible environmental behaviour, youth activism and education for sustainability through the lens of environmental citizenship. Finally, it discusses the concept within the context of different educational levels, such as primary and secondary education in formal and non-formal settings. Environmental citizenship is a key factor in sustainability, green and cycle economy, and low-carbon society, and an important aspect in addressing global environmental problems. It has been an influential concept in many different arenas such as economy, policy, philosophy, and organizational marketing. In the field of education, the concept could be better exploited and established, however. Education and, especially, environmental discourses in science education have a great deal to contribute to the adoption and promotion of environmental citizenship.  
The action plan for building your entrepreneurial empire—one day at a time  
While every entrepreneur knows that the key to success is business growth, few ever see it happen. Why? Because they know how to plant seeds, but they don’t understand that the real work lies in helping that seed grow—which takes knowledge, persistence, and patience. The Entrepreneurs Book of Actions helps you develop the mindset of a true entrepreneur and provides manageable steps for making your business vision a reality. Informative, inspiring, and based on real-life, hard-earned lessons, it provides common-sense, daily exercises you can jump into on day one. Learn how to drive sustainable business growth by:  
* Breaking bad habits—and developing good ones  
* Managing your time and money more effectively  
* Hiring the right people for the right job  
* Minimizing the effort required to perform basic tasks  
* Motivating your staff to be mission-focused  
* Creating “free” time to feed your innovative side  
You’ll begin to see your business in a completely new way—with a sense of clarity and purpose. You’ll begin identifying the issues that really affect your business—not the ones that feed your anxiety. You’ll become the kind of leader other entrepreneurs look up to—calm, optimistic, driven. The Entrepreneurs Book of Actions will provide the direction you need to make the best use
of your time, your energy, and your creativity. It’s not isn’t a quick-fix. It’s work. But it’s manageable, it’s proven effective—and it will pay off big.

Internet of Things (IoT) products and cyber-physical systems (CPS) are being utilized in almost every discipline and there continues to be significant increases in spending on design, development, and deployment of IoT applications and analytics within every domain, from our homes, schools, government, and industry. This practical text provides an introduction to IoT that can be understood by every engineering discipline and discusses detailed applications of IoT. Developed to help engineers navigate this increasingly important and cross-disciplinary topic, this work: Offers research-based examples and case studies to facilitate the understanding of each IoT primitive Highlights IoT’s connection to blockchain Provides and understanding of benefits and challenges of IoT and its importance to a variety of engineering disciplines Written to be accessible to non-experts in the subject, What Every Engineer Should Know About the Internet of Things communicates the importance of this technology and how it can support and challenge all interrelated actors as well as all involved assets across many domains.

Make the leap and become an entrepreneur today Are you living for the weekend? Are you dissatisfied at work? Are you itching to do something that is important to you? How can you avoid the pitfalls that many first-time entrepreneurs have fallen into? How do you explore whether entrepreneurship is right for you without giving up your day job? Employee to Entrepreneur is your guide to leaving your job behind and building something for yourself. Author and employee-turned-entrepreneur Steve Glaveski, shows you how to navigate the challenges, find the entrepreneurial success that is right for you and become a better person along the way. Employee to Entrepreneur combines storytelling with a step-by-step framework to teach you how to effectively explore and leverage entrepreneurship to gain freedom, fulfillment and financial security. understand what you want to do by first understanding yourself explore if entrepreneurship is right for you without giving up your day job avoid the common pitfalls faced by first-time entrepreneurs fund, test and prioritise your ideas in a fast and cost-effective way develop the mindset to succeed in your business. If you’re ready to leave your cushy employee life behind and build a business and a life you believe in, reading this essential guidebook is your first step to making it happen.

The Sustainability Handbook covers all the challenges, complexities and benefits of sustainability for businesses, governments and other organizations. It provides a blueprint for how organizations can reach or exceed economic, social and environmental excellence. It offers a host of practical approaches and tools including a model sustainability policy for organizations, summaries of sustainability codes and tips on selecting them, an extensive collection of metrics and a wealth of supplementary reference material. This is the essential reference for every organization in pursuit of sustainability.

Understanding the powerful computational and graphics capabilities of Microsoft Excel is an enormous benefit to engineers and technical professionals in almost any field and at all levels of experience. What Every Engineer Should Know About Excel is a practical guide to unlocking the features and functions of this program, using examples and screenshots to walk readers through the steps to build a strong understanding of the material. This second edition is updated to reflect the latest version of Excel (2016) and expands its scope to include data management, connectivity to external data sources, and integration with “the cloud” for optimal use of the Excel product. It also introduces the ribbon bar navigation prevalent in Microsoft products beginning with the 2007 version of MS Office. Covering a variety of topics in self-contained chapters, this handy guide will also prove useful for professionals in IT, finance, and real estate.

In 2017 34% of the workforce was considered part of the gig economy. This growing workforce of freelancers and side-giggers is also
estimated to grow to 43% by 2020. That’s 4 million freelancers, soon to be 7 million by 2020. Whether it’s people looking to earn extra money, those tired of their 9-to-5, to entrepreneurs looking to grow their side hustle, Entrepreneur is uniquely qualified to guide a new generation of bold individuals looking to live their best lives and make it happen on their own terms. Whatever industry or jobs this new workforce takes, Start Your Own Business will guide them through the first three years of business. They’ll gain the know-how of more than 30 years of collective advice from those who’ve come before them to: How to avoid analysis paralysis when launching a business; Tips for testing ideas in the real-world before going to market with insights from Gary Vaynerchuk; Decide between building, buying, or becoming a distributor; What to consider when looking for funding from venture capitalists, loans, cash advances, etc. Whether or not a co-working space is a right move; Tips on running successful Facebook and Google ads as part of a marketing campaign; Use micro-influencers to successfully promote your brand on social media.

This practical book presents fundamental concepts and issues in computer modeling and simulation (M&S) in a simple and practical way for engineers, scientists, and managers who wish to apply simulation successfully to their real-world problems. It offers a concise approach to the coverage of generic (tool-independent) M&S concepts and enables engineering practitioners to easily learn, evaluate, and apply various available simulation concepts. Worked out examples are included to illustrate the concepts and an example modeling application is continued throughout the chapters to demonstrate the techniques. The book discusses modeling purposes, scoping a model, levels of modeling abstraction, the benefits and cost of including randomness, types of simulation, and statistical techniques. It also includes a chapter on modeling and simulation projects and how to conduct them for customer and engineer benefit and covers the stages of a modeling and simulation study, including process and system investigation, data collection, modeling scoping and production, model verification and validation, experimentation, and analysis of results.

The New York Times bestseller Shortlisted for the 2020 Financial Times & McKinsey Business Book of the Year Netflix cofounder Reed Hastings reveals for the first time the unorthodox culture behind one of the world’s most innovative, imaginative, and successful companies. There has never before been a company like Netflix. It has led nothing short of a revolution in the entertainment industries, generating billions of dollars in annual revenue while capturing the imaginations of hundreds of millions of people in over 190 countries. But to reach these great heights, Netflix, which launched in 1998 as an online DVD rental service, has had to reinvent itself over and over again. This type of unprecedented flexibility would have been impossible without the counterintuitive and radical management principles that cofounder Reed Hastings established from the very beginning. Hastings rejected the conventional wisdom under which other companies operate and defied tradition to instead build a culture focused on freedom and responsibility, one that has allowed Netflix to adapt and innovate as the needs of its members and the world have simultaneously transformed. Hastings set new standards, valuing people over process, emphasizing innovation over efficiency, and giving employees context, not controls. At Netflix, there are no vacation or expense policies. At Netflix, adequate performance gets a generous severance, and hard work is irrelevant. At Netflix, you don’t try to please your boss, you give candid feedback.
instead. At Netflix, employees don’t need approval, and the company pays top of market. When Hastings and his team first devised these unorthodox principles, the implications were unknown and untested. But in just a short period, their methods led to unparalleled speed and boldness, as Netflix quickly became one of the most loved brands in the world. Here for the first time, Hastings and Erin Meyer, bestselling author of The Culture Map and one of the world’s most influential business thinkers, dive deep into the controversial ideologies at the heart of the Netflix psyche, which have generated results that are the envy of the business world. Drawing on hundreds of interviews with current and past Netflix employees from around the globe and never-before-told stories of trial and error from Hastings’s own career, No Rules Rules is the fascinating and untold account of the philosophy behind one of the world’s most innovative, imaginative, and successful companies.

Teaching Goes High-Tech Online education is experiencing a huge growth spurt. The number of students taking online classes increased 24 percent in the past year—and this growth is only expected to continue. Don’t let this lucrative opportunity pass you by. Take your teaching global by offering courses online. Learn everything you need to know to set up a successful online education business: Find financing, write a business plan, choose a business structure and learn other business basics Develop exciting courses in the four most popular areas—IT, health care, education and business—as well as niche markets Promote your business and attract students through online newsletters, search engine optimization and other innovative techniques Design a user-friendly website and provide high-quality tech support Train instructors in this new education medium, or teach courses yourself And more! Real-life stories from successful entrepreneurs show you exactly what you need to do to set up and run a profitable business. Now’s the perfect time to get started with an online education business—and with this book, you’re well on your way to success.

Thinking about investing in or starting a Cannabis business? Read this book first so your time and money don’t go up in smoke! Leadership and Business Coach, Michael Zaytsev, interviewed 25 of the Cannabis industry’s most successful leaders for their best entrepreneurship advice. Learn directly from: Steve DeAngelo, CEO of Harborside Health Center, the world’s largest Cannabis dispensary Ethan Nadelmann, Executive Director of the Drug Policy Alliance, described by Rolling Stone as “the real drug czar” Scott Reach, CEO of Rare Dankness, winner of multiple Cannabis Cups Betty Aldworth, Executive Director of Students for Sensible Drug Policy, a multinational advocacy organization Cy Scott, Co-Founder of Leafly, and many others! Legal Cannabis represents a $50 Billion Dollar a year industry; the industry will never be as small as it is today! Don’t enter the "Green Rush" without learning from the pioneers interviewed for this book. Begin with The Entrepreneur’s Guide to Cannabis.

In this short, readable and practical ‘how-to’ guide, leading green business expert and consultant Gareth Kane
revels everything you need to know about making your business green while increasing profits. He reveals hundreds of handy hints and tips for going green, easy actions any business can take now to cut waste, big changes to revolutionize your business processes, products and business models, and green success stories from businesses of all types and sizes. The Three Secrets of Green Business is a highly accessible, practical guide to those who want to introduce sustainability into their business or organization quickly and effectively.

This book uses the concept of sustainability in science to address problems afflicting the environment, and to devise measures for improving economies, societies, behaviors, and people. The book pursues a scientific approach, and uses scientific evidence as the basis for achieving sustainability. The key topics addressed include: unemployment, health and disease, unsustainable production, our common future, renewable energies, waste management, environmental ethics, and harmful anthropogenic activities. Whereas past literature has mainly examined sustainability as an environmental issue, this book expands the conversation into various sciences, including mathematics, biology, agriculture, computer science, engineering, and physics, and shows how sustainability could be achieved by uniting these fields. It offers a wealth of information across various disciplines, making it not only an intriguing read but also informative and insightful. Named one of the best books of 2013 by the 'Financial Times', 'Huffington Post' and 'Forbes', this debate-shifting book debunks the myth of the State as a static bureaucratic organization only needed to 'fix' market failures, leaving dynamic entrepreneurship and innovation to the private sector. Case studies ranging from the innovations that make the iPhone so 'smart' to the current developments in clean technology reveal the reality, whereby the private sector only invests after the entrepreneurial State has made the bold, high-risk investments.

The issues of sustainability and corporate social responsibility have become vital discussions in many industries within the public and private sectors. In the business realm, incorporating practices that serve the overall community and ecological wellbeing can also allow businesses to flourish economically and socially. Green Business: Concepts, Methodologies, Tools, and Applications is a vital reference source for the latest research findings on the challenges and benefits of implementing sustainability into the core functions of contemporary enterprises, focusing on how green approaches improve operations. Highlighting a range of topics such as corporate sustainability, green enterprises, and circular economy, this multi-volume book is ideally designed for business executives, business and marketing professionals, business managers, academicians, and researchers actively involved in the business industry.

The definitive, practical, go-to resource guide on helping all charities become more "green" Nonprofit Guide to Going Green is your comprehensive learning tool to guide nonprofits and NGOs towards becoming greener. A desktop reference for any charitable organization to become greener, this essential book gives your organization the support it
needs to take proactive steps to protect the environment while fulfilling its mission. Timely and clearly written, with contributions from experts from around the globe, Nonprofit Guide to Going Green leads the way in helping charities in all countries meet this challenge. Helps nonprofits green their efforts and carbon footprint * Shows CEOs, presidents, deans, marketing officers, board members proactive steps they can take to protect the environment * Teaches how to do a self-audit and plan for a more environmentally sensitive future * Nonprofit Guide to Going Green delivers a timely and essential call to action for this new century. Can your organization afford not to "go green?"

First edition: Winner of Choice Magazine - Outstanding Academic Titles for 2007 Sustainability promises both reduced environmental impacts and real cash savings for any organization - be it a business, non-profit/NGO or government department. This easy-to-use manual has been written by top business consultants specifically to help managers, business owners, organizational leaders and aspiring environmental managers/sustainability coordinators to improve their organization's environmental, social and economic performance. The authors demystify 'sustainability', untangle the plethora of sustainability frameworks, tools and practices, and make it easy for the average person in any organization to move towards sustainability. Organized by sector (manufacturing, services and office operations, and government) and common organizational functions (senior management, facilities, human resources, purchasing, environmental affairs and compliance, marketing and public relations, and finance and accounting), the authors show how organizations can incorporate sustainability into their everyday work through the application of useful tools and self-assessments. This fully updated edition includes a new chapter on information and communication technology (ICT). The authors have also added many new facts, stories, practices and resources throughout the book to keep up with this rapidly emerging field and have updated their widely used SCORE sustainability assessment.


Grow an eco-friendly business that creates limitless profit potential From organic groceries to fuel-efficient cars and toxicity-free dry cleaning, the opportunities to profit from a business that builds local communities, heals the environment, and feeds the growing green demand are almost endless. As an entrepreneur who has developed successful eco-friendly businesses, Scott Cooney gives you expert advice and guidance on starting, building, and growing a green business--and then delivers a gold mine of business ideas for every kind of product and service. Grow a Green Small Business also gives you: Green Entrepreneur Rules that will get you started on the right foot Marketing, advertising, and networking techniques that build a loyal customer base Valuable resources, including green franchises, contacts, and web links for more information Whether you're a novice or a veteran business developer, Cooney points the way to productivity and profit strategies you can build into any small business model.
Written by a practicing business attorney with startup experience in the environmental and technology sectors, this comprehensive handbook assists entrepreneurs in tackling the wide variety of opportunities to go green. A one-stop resource for entrepreneurs, it helps readers incorporate clean technology, environmental practices, and green business approaches into the work environment. The book discusses how to sell to utilities, explores fundraising outlets for green businesses, covers government incentives, presents key startup tools aimed at green businesses, and addresses challenges of many new businesses, such as raising money and making sales. Additional resources are available on the book's website.

Are you ready to turn your ideas into reality and build a wildly successful business? There has never been a better time to say yes! With a computer and an Internet connection you can get your ideas, messages, and business out there like never before and create so much success. In this book, Carrie Green shows you how. Carrie started her first online business at the age of 20—she knows what it’s like to be an ambitious and creative woman with big dreams and huge determination . . . but she also knows the challenges of starting and running a business, including the fears, overwhelm, confusion, and blocks that entrepreneurs face. Based on her personal, tried-and-tested experience, she offers valuable guidance and powerful exercises to help you: • Get clear on your business vision • Move past the fears and doubts that can get in the way • Understand your audience, so you can truly connect with them • Create your brand and build a tribe of raving fans, subscribers, and customers • Manage your time, maintain focus, and keep going in the right direction • Condition yourself for success . . . and so much more! If you’re a creative and ambitious female entrepreneur, or are contemplating the entrepreneurial path, this book will provide the honest, realistic, and practical tools you need to follow your heart and bring your vision to life.

Meeting a need in the marketplace for information on how to operate a sustainable facility and reduce carbon emissions, the Green Facilities Handbook clearly explains why green business is good business and delineates practical strategies to green your operations in energy and management. The book explores issues in the greening of a facility, including janitorial considerations, fuel choices for fleets, and recycling. Additional information is provided on carbon reduction terminology, monitoring and reporting, and carbon trading as well as offset strategies. Special bonus chapters include valuable information on financing and procedures for “green” marketing.

Contrary to popular belief, a good living can be made on an organic farm. What’s required is farming smarter, not harder. In The Organic Farmer’s Business Handbook, Richard Wiswall shares advice on how to make your vegetable production more efficient, better manage your employees and finances, and turn a profit. From his twenty-seven years of experience at Cate Farm in Vermont, Wiswall knows firsthand the joys of starting and operating an organic farm—as well as the
challenges of making a living from one. Farming offers fundamental satisfaction from producing food, working outdoors, being one's own boss, and working intimately with nature. But, unfortunately, many farmers avoid learning about the business end of farming; because of this, they often work harder than they need to, or quit farming altogether because of frustrating—and often avoidable—losses. In this comprehensive business kit, Wiswall covers: Step-by-step procedures to make your crop production more efficient Advice on managing employees, farm operations, and office systems Novel marketing strategies What to do with your profits: business spending, investing, and planning for retirement A companion CD offers valuable business tools, including easy-to-use spreadsheets for projecting cash flow, a payroll calculator, comprehensive crop budgets for forty different crops, and tax planners. So you want to be a Cannabis millionaire? In this book, 50 industry insiders share what it takes to succeed in the weed business and generate High R.O.I. In the follow up to his best-selling The Entrepreneur's Guide to Cannabis, Cannabis Business Coach and award-winning Cannabis entrepreneur, Michael Zaytsev shares the strategies and tactics that transformed him from an idealistic 24-year-old with absolutely no knowledge of Cannabis—except how to consume it—into one of the Cannabis industry's most consistently innovative, influential, and effective leaders. The Cannabis Business Book features interviews and insights from 50 industry leading insiders, including: Founder and Owner of California's largest medical dispensary (Steve DeAngelo) Investors funding the biggest deals in Cannabis business (Emily Paxhia, Asher Tropp, Alain Bankier, Scott Greiper) Chief Mentor for the world's largest network of high-net-worth Cannabis investors in the world (Francis Priznar) Renowned Cannabis grow expert and Senior Cultivation Editor of High Times magazine (Danny Danko) Attorneys who helped craft the laws that legalized Cannabis in Colorado, Florida, and Massachusetts (Brian Vicente, Ben Pollara, Shanel Lindsay) Entrepreneurs in all facets of the industry, from edibles to software and everything in between Trailblazing pioneers in activism who paved the way for legal Cannabis business and many more! Readers can expect to learn: Why Cannabis business represents an unprecedented once-in-a-lifetime opportunity for wealth creation and social impact How to take advantage of that opportunity Whether or not the cannabis business is right for you (it's not for everyone...) How the Cannabis industry is unique from every other industry in the world The mindset, leadership principles, and best practices of highly successful Cannabis entrepreneurs How to raise money for your Cannabis business How to build a potent and supportive Cannabis network The most common mistakes Cannabis entrepreneurs make and how to avoid them and more! Michael Zaytsev, or Mike Z, is the Founder of High NY -one of the world's largest marijuana Meetup communities. He has produced Cannabis education and networking opportunities for thousands of people. He is also the Founder of The New York City Cannabis Film Festival, the Cannabis Media Lab, & the High Tech Hackathon. Michael Zaytsev's writing has been published in Entrepreneur, Forbes,
International Business Times, & more. For more information or to contact Mike Z, visit www.MichaelZaytsev.com
NEW YORK TIMES BESTSELLER WASHINGTON POST BESTSELLER Winner of the getAbstract 17th International Book Award "The Seventh Sense is a concept every businessman, diplomat, or student should aspire to master--a powerful idea, backed by stories and figures that will be impossible to forget." -- Walter Isaacson, author of Steve Jobs and Leonardo da Vinci
Endless terror. Refugee waves. An unfixable global economy. Surprising election results. New billion-dollar fortunes. Miracle medical advances. What if they were all connected? What if you could understand why? The Seventh Sense is the story of what all of today's successful figures see and feel: the forces that are invisible to most of us but explain everything from explosive technological change to uneasy political ripples. The secret to power now is understanding our new age of networks. Not merely the Internet, but also webs of trade, finance, and even DNA. Based on his years of advising generals, CEOs, and politicians, Ramo takes us into the opaque heart of our world's rapidly connected systems and teaches us what the losers are not yet seeing--and what the victors of this age already know. This volume provides an overview of key principles, approaches, strategies, and tools that businesses have used to reduce environmental impacts and contribute to sustainability. Entries reflect the expertise of scholars and practitioners from varied fields and provide references to other entries as well as citations for further reading. The editors have also included photos, hyperlinks, cross references, and a resource guide.
"I'm excited about Faith Driven Entrepreneur. Anyone who is following the example of their creator God can find echoes of their work in this book." --Lecrae
Entrepreneurship can be a lonely journey. But it doesn't need to be. God has a purpose and a plan for all those entrepreneurial dreams and creative gifts he gave you. The work you do today--the company you've built, the employees you work with, the customers you serve, the shareholders you report to, all of it--serves as an active part of what God wants to accomplish on earth. You are not alone in this journey. Join other faith-driven entrepreneurs as, together, we identify the values, habits, and traits that empower us to successfully build businesses, serve our communities, and faithfully pursue a loving relationship with God; read stories that exemplify how those values, habits, and traits unfold in everyday life; and discover the potential God wants to unleash through our work. Each book purchase includes access to the eight-session Faith Driven Entrepreneur video series, a discussion guide to encourage conversation among peers, and an invitation to join a Faith Driven Entrepreneur Group to meet other like-minded entrepreneurs.
Technical Writing: A Practical Guide for Engineers, Scientists, and Nontechnical Professionals, Second Edition enables readers to write, edit, and publish materials of a technical nature, including books, articles, reports, and electronic media. Written by a renowned engineer and widely published technical author, this guide complements traditional writer's
reference manuals on technical writing through presentation of first-hand examples that help readers understand practical considerations in writing and producing technical content. These examples illustrate how a publication originates as well as various challenges and solutions. The second edition contains new material in every chapter including new topics, additional examples, insights, tips and tricks, new vignettes and more exercises. Appendices have been added for writing checklists and writing samples. The references and glossary have been updated and expanded. In addition, a focus on writing for the nontechnical persons working in the technology world and the nonnative English speaker has been incorporated. Written in an informal, conversational style, unlike traditional college writing texts, the book also contains many interesting vignettes and personal stories to add interest to otherwise stodgy lessons.

Explores the history and evolution of environmentalism in modern America, featuring essays that look at environmental issues facing each state, primary source documents, and thematic A to Z entries.

The one primer you need to develop your entrepreneurial skills. Whether you're imagining your new business to be the next big thing in Silicon Valley, a pivotal B2B provider, or an anchor in your local community, the HBR Entrepreneur's Handbook is your essential resource for getting your company off the ground. Starting an independent new business is rife with both opportunity and risk. And as an entrepreneur, you're the one in charge: your actions can make or break your business. You need to know the tried-and-true fundamentals--from writing a business plan to getting your first loan. You also need to know the latest thinking on how to create an irresistible pitch deck, mitigate risk through experimentation, and develop unique opportunities through business model innovation. The HBR Entrepreneur's Handbook addresses these challenges and more with practical advice and wisdom from Harvard Business Review's archive. Keep this comprehensive guide with you throughout your startup's life--and increase your business's odds for success. In the HBR Entrepreneur's Handbook you'll find: Step-by-step guidance through the entrepreneurial process Concise explanations of the latest research and thinking on entrepreneurship from Harvard Business Review contributors such as Marc Andreessen and Reid Hoffman Time-honed best practices Stories of real companies, from Airbnb to eBay You'll learn: Which skills and characteristics make for the best entrepreneurs How to gauge potential opportunities The basics of business models and competitive strategy How to test your assumptions--before you build a whole business How to select the right legal structure for your company How to navigate funding options, from venture capital and angel investors to accelerators and crowdfunding How to develop sales and marketing programs for your venture What entrepreneurial leaders must do to build culture and set direction as the business keeps growing HBR Handbooks provide ambitious professionals with the frameworks, advice, and tools they need to excel in their careers. With step-by-step guidance, time-honed best practices, real-life stories, and concise explanations of research published in Harvard
Business Review, each comprehensive volume helps you to stand out from the pack—whatever your role.

The idea of "The Green Book" is to give the Motorist and Tourist a Guide not only of the Hotels and Tourist Homes in all of the large cities, but other classifications that will be found useful wherever he may be. Also facts and information that the Negro Motorist can use and depend upon. There are thousands of places that the public doesn't know about and aren't listed. Perhaps you know of some? If so send in their names and addresses and the kind of business, so that we might pass it along to the rest of your fellow Motorists. You will find it handy on your travels, whether at home or in some other state, and is up to date. Each year we are compiling new lists as some of these places move, or go out of business and new business places are started giving added employment to members of our race.

The use of environmentally safe products is an emerging and popular trend throughout various industries. Product manufacturing and sales has changed in order to incorporate green initiatives that will appeal to this fast-growing market. Driving Green Consumerism Through Strategic Sustainability Marketing is an essential reference source for the latest scholarly research on the latest trends of consumerism and its effect and implications on the environment. Featuring coverage on topics and perspectives such as nutricosmetic products, green marketing, and animal products, this publication is ideal for those interested in aspects of green consumerism.

#1 New Book for Entrepreneurs as seen on Forbes.com, Inc.com & Mashable.com You have the Big Idea, the drive and ambition. You see the market, and you've identified the customers. You want to be wildly successful. You wonder, how certain entrepreneurs have achieved success without a fancy education or unlimited access to capital. Enter Bill Green, a serial entrepreneur. Using his own impressive business achievements (and his few fiascos), Green provides the reader with the practical tools needed to launch their Big Idea or improve their existing business. In a unique, humorous, and impassioned style, Bill shares 101 key insights he has gleaned over a 40-year business career that began with a single flea market table. He shares the lessons he learned that allowed him to leverage his flea market business table into one of the largest industrial distribution companies in the country and how he subsequently successfully invested in or founded numerous companies across multiple end markets. His message is universal and is the ideal road map for anyone who might wonder how the Bill Greens of the business world do what they do so well.

It doesn't matter how old you are or where you're from; you can start a profitable business. The Young Entrepreneur's Guide to Starting and Running a Business will show you how. Through stories of young entrepreneurs who have started businesses, this book illustrates how to turn hobbies, skills, and interests into profit-making ventures. Mariotti describes the characteristics of the successful entrepreneur and covers the nuts and bolts of getting a business up, running and successful.
Everyone wants to go green these days, but for businesses that's easier said than done. How do you measure a company's carbon footprint? Are dryers or hand towels more eco-friendly? Recycled paper or FSC-certified? And what's the greenest company car? The Green Guide for Business answers all these questions and hundreds more, enabling businesses and organisations of all sizes to make eco-savvy decisions. Accessible but authoritative, the book also features scores of case studies to help readers learn from other people's successes and mistakes. From keeping ahead of environment legislation to green marketing, The Green Guide for Business is indispensable for every company with an environmental conscience.

Most entrepreneurs have had to learn things the hard way--concepts such as: big ideas rarely make great businesses; laboring on a business plan can be a waste of time; and you will need dramatically more start-up money than you originally thought you did. But Len Green, an experienced investor, entrepreneur, and business professor, has encapsulated together all the inside secrets, proven strategies, and mistakes experienced so that you can learn it all beforehand, rather than when all your capital is on the line. Based on his popular Ultimate Entrepreneurship course, The Entrepreneur's Playbook explains how to: • Locate sure-bet opportunities for improving products • Find funding • Take calculated risks and minimize failure • Get serious about positioning, distributing, and licensing • And more! Plus, the invaluable instruction available for readers is now interactive. Dozens of exercises are given throughout the book that can be submitted online for feedback! Why stumble alone on a risky venture on your way to failure when you can tap into the best ideas and minds for increasing your chances for success?

From the creator of "Developing Innovative Ideas for New Companies," the #1 course in entrepreneurship with over 1,000,000 learners from 175 countries. IN THE OPPORTUNITY ANALYSIS CANVAS, DR. JAMES V. GREEN SHARES HOW TO BECOME MORE EFFECTIVE IN IDENTIFYING AND ANALYZING ENTREPRENEURIAL OPPORTUNITIES, AND BUILDING SUSTAINABLY COMPETITIVE COMPANIES. Why are entrepreneurs successful? How can we understand and develop our thinking to be better entrepreneurs? What are the keys to developing winning entrepreneurial ideas? Distilling vast amounts of research in psychology, sociology, and economics into a practical how-to guide for aspiring and active entrepreneurs, Dr. Green presents a whole new understanding of entrepreneurial mindset and action. At its core, The Opportunity Analysis Canvas contains a powerful argument that anyone can be a successful entrepreneur by thoughtfully examining themselves and the business opportunity. By harnessing these insights, we can transform our ideas into businesses that are lasting successes. DR. JAMES V. GREEN, an award-winning educator at the University of Maryland, leads the education activities of the Maryland Technology Enterprise Institute (Mtech) in the A. James Clark School of Engineering. As its Director of Entrepreneurship Education, he leads undergraduate and
graduate courses in entrepreneurship, innovation, and technology commercialization. With more than twenty publications to his credit, he is a thought leader in entrepreneurship education.

Spurred by President Obama, the Small Business Association has stepped up its loan program to companies around the nation. But to receive an SBA-guaranteed loan, firms must navigate a complex course of processes, qualifications, documentation, and approvals. You need this new edition of Charles Green's invaluable book to chart the best way to apply for and get an SBA loan. Green wastes no time in showing: Why an SBA loan guarantee is a good option in tough economic times How to choose the right bank at a time when many banks have failed and credit is tight What the new rules and regulations say about the paperwork and documentation loan applicants must supply In today's turbulent economic climate, solid financial backing is the key to small business survival. And this fully updated guide to SBA loans will help you land it.

Success, failure, joy, pain, and rejection. Neil Senturia shares the ups and downs of his entrepreneurial life and how the lessons learned along his journey can be applied to all of our lives. The book reads like Neil talks (with the occasional four letter word!) so be prepared for a humorous and insightful read. Two hundred and twenty three of his Baby Rules are included here, and you'll have to wait for Volume 2 for the rest.

Written by an experienced business lawyer in the technology, scientific and engineering community, this publication is for the engineer with an innovative high-tech idea or concept who needs those crucial business insights and strategies to move that idea forward. It offers key analysis on how to leave a current employer, gain access to technologies and potential talent, and considers other issues that can reduce problems down the road. It even includes a step-by-step guide for accessing and protecting intellectual property at the earliest stages. To assist in the fundraising process, this resource explores all the available options to capitalize a business – from self-funding, to bootstrapping, to angel investors, to venture capital to government grants, to bank loans, to joint ventures. It also looks at the best ways to form a company so as to take advantage of various tax and business strategies, discusses compensation of employees with stock options or restricted stock plans, explains how an emerging company can expand internationally, and covers some key exit strategies such as an IPO or a merger/acquisition. It covers most everything a new technology business will face including hiring, firing, contracts, leases, loans, and product warranties. As you read, you will find this book is full of the stuff that engineers love: statistics, data, tools, spreadsheets, and research. But it also full of the anecdotal evidence and practical advice needed to stay the course. Now is a tremendous time for entrepreneurship. Although there have been periodic slowdowns in the economy, if you believe in a future, high-tech is the future in which to believe. This book is part of the Taylor & Francis/CRC Press series “What Every Engineer Should Know About...” . Like the other books in the
series, it is designed to provide you with important knowledge that will help you along your career path. This one will also help you make that path your own.

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