

International Entrepreneurship Robert D Hisrich Format

This book presents the current state-of-the-art in all major and upcoming areas of entrepreneurship research. Thousands of scholars around the world are currently working to broaden our understanding of the entrepreneurial phenomenon. The disciplines involved are numerous, as are the topics of interest, with substantial efforts to enhance the existing knowledge. This book is specifically designed to facilitate high-level, high-intensity discussions and fruitful exchanges between scholars involved in entrepreneurship research. The articles address a variety of topics ranging from self-employment, technology, growth patterns and job creation, and success and failure rates, to historical, conceptual and comparative international approaches. "This book takes entrepreneurship beyond the individual, size of the venture, entrepreneurial personality, and looks at entrepreneurship as a long term complex process that is heterogeneous, content dependent with an emphasis on innovation and growth. A must read for individuals interested in entrepreneurship, today and in the future, on a domestic and global basis." – Robert D. Hisrich, Director – Walker Center and Garvin Professor of Global Entrepreneurship, Thunderbird School of Global Management "Entrepreneurship is perhaps not just the most multifaceted but also the most important concept of the modern socio-economic disciplines. This book makes an invaluable contribution in this fascinating area: it presents a multifaceted socio-economic examination of the impact of entrepreneurship for growth." – Roy Thurik, Erasmus School of Economics in Rotterdam and Montpellier Business School

øElgar Advanced Introductions are stimulating and thoughtful introductions to major fields in the social sciences, business and law, expertly written by some of the worlds leading scholars. Designed to be accessible yet rigorous, they offer concise and

Technology Entrepreneurship: Taking Innovation to the Marketplace, Third Edition provides a practical toolkit for potential entrepreneurs with technology backgrounds that will help them navigate complex issues such as raising capital, IP protection, product development, and more. The book's structure follows the entrepreneurial process in a step-by-step way, defining key terms and helping readers without business qualifications engage with the activities addressed. In addition, it covers a discussion of current trends and developments relevant for tomorrow's entrepreneurs. In-depth information on the practicalities of technology entrepreneurship are combined with experience from academics to provide a unique resource on how to approach this crucial subject. Presents an intense focus on product design and development, with customers and markets in mind Includes extensive discussions on intellectual property development, management and protection Provides potent insights into marketing and selling technology products to the global marketplace Covers techniques for forecasting financials, raising funds, establishing venture valuation, and exit strategies

ÔI canÕt think of a more qualified scholar to tackle the difficult subject of

ÒgovernpreneurshipÓ than Bob Hisrich. His vast experience in and knowledge of entrepreneurship has enabled a thorough application of entrepreneurial principles to government organizations. This book should be recommended reading for everyone in government at every level. We can only hope that a new era of governpreneurship is launched with this useful and practical guide.Õ Æ Thomas N. Duening, University of Colorado, US

Challenging the traditional view that entrepreneurship is exclusively a private-sector concern, Governpreneurship presents a compelling argument for increased focus on entrepreneurship in public sector organizations. The only book to date to focus specifically on government entrepreneurship, this innovative volume combines Robert D. HisrichÕs vast theoretical knowledge with the practical experience of Amr Al-Dabbagh, who applied entrepreneurship in the Saudi public sector with excellent results. Featuring forewords by former US President Bill Clinton and former Malaysian Prime Minister Dr. Mahathir Mohamad, as well as four case

studies that demonstrate the effectiveness of government entrepreneurship in action, this fascinating book breaks new ground in a rapidly growing field. In a time when government funds are being reduced and its services increasingly questioned, fostering an entrepreneurial spirit within the government becomes a vital concern. Although there is no ideal model for achieving government entrepreneurship, this volume outlines a number of innovative strategies designed to help public sector managers undertake their public mission while developing an entrepreneurial culture within their organization. The authors offer thorough and indispensable advice covering every aspect of government entrepreneurship, from framework to policy to funding and beyond. Finally, the book concludes with four case studies that explore successful government entrepreneurial undertakings in Ireland, Singapore, Saudi Arabia and Switzerland. Government officials and other leaders in the public sector will find this book an indispensable guide to establishing an entrepreneurial focus in their organizations. Professors and students working in entrepreneurship, public sector management, and other business-related fields will also have much to admire in this innovative addition to the literature.

Elgar Advanced Introductions are stimulating and thoughtful introductions to major fields in the social sciences and law, expertly written by the world's leading scholars. Designed to be accessible yet rigorous, they offer concise and lucid surveys of the substantive and policy issues associated with discrete subject areas.

Entrepreneurship, by Robert Hisrich, Michael Peters and Dean Shepherd has been designed to clearly instruct students on the process of formulating, planning, and implementing a new venture. Students are exposed to detailed descriptions of 'how to' embark on a new venture in a logical manner. Comprehensive cases at the end of the text have been hand-picked by the authors to go hand-in-hand with chapter concepts. The superb author team of Hisrich, Peters, and Shepherd draw from their distinct backgrounds to create a book that addresses the dynamics of today's entrepreneurial challenges. From Bob Hisrich's expertise in global entrepreneurship to Mike Peter's background as a both a real-life entrepreneur and academic to Dean Shepherd's current research on cognition and entrepreneurial mindset, this book balances the crucial line between modern theory and practice.

A practical approach for entrepreneurs and investors Entrepreneurial Finance provides readers with the fundamental knowledge to finance, start, grow, and value new ventures, without the complex finance terms and calculations. This comprehensive yet practical approach incorporates a global perspective that appeals to entrepreneurs, investors, and students with diverse backgrounds, knowledge, and experience. From Facebook to Camera+, Gary Gibbons, Robert D. Hisrich, and Carlos M. DaSilva use real-world examples and their professional experiences to bring concepts to life. This text is one of the most readable books in the market without compromising high quality content and resources.

This textbook provides a comprehensive overview of the essential issues in effective entrepreneurial management. It first introduces readers to the fundamentals of entrepreneurial management, the nature of entrepreneurial managers and business planning, before exploring the specific topics of creativity and innovation, risk management, entrepreneurial marketing and organization as well as financing. The authors then move to contemporary topics such as entrepreneurial growth strategies, e-commerce challenges, ethical and socially responsible entrepreneurial management, franchising, and managing entrepreneurial family ventures. Each chapter provides a case study and several practice-based examples to help explain the concepts. By providing a truly international approach, this text offers ample theoretical and empirical insights into entrepreneurship and small business management. It is a valuable and up-to-date resource for teachers and students of entrepreneurship.

In recent years, entrepreneurs and SMEs have been forced to adapt to a rapidly

changing, increasingly globalized world, an evolution that has had a profound impact on marketing strategies. This timely volume identifies the many new opportunities available to entrepreneurs and SMEs in the global marketplace, and offers tactical and strategic marketing approaches to help them succeed in the modern business world.

Combining robust narrative with a wide variety of interesting cases, *International Entrepreneurship: Starting, Developing, and Managing a Global Venture* shows how entrepreneurs can conduct business activities across national boundaries and succeed in today's hypercompetitive world. Robert Hisrich shows how entrepreneurs can develop the skills to identify opportunities and then manage these opportunities on a global basis. The Second Edition provides increased attention to culture, and reflects recent changes in our increasingly globalized world.

Recognizing the unique needs of the technology startup, *Duening* focuses on intellectual property development, funding, and marketing/selling more than other texts in this market. Extensive use of technology examples, case studies, and assignments keeps the book relevant and motivating for engineering students. Rich in case studies, examples, and in-chapter elements that focus on the challenges of launching and operating a technology venture *In-depth examination of intellectual property development, valuation, deal structuring, and equity preservation, issues of most relevance to technology start-ups* Extensive discussion of technology management and continuous innovation as a competitive advantage Addresses the issue of leading, managing, motivating, and compensating technical workers More time on the fundamentals of marketing and selling, as these are elements of entrepreneurship commonly most neglected by engineers and scientists

The 8th Edition of *Entrepreneurship*, by Robert Hisrich, Michael Peters and Dean Shepherd has been designed to clearly instruct students on the process of formulating, planning, and implementing a new venture. Students are exposed to detailed descriptions of 'how to' embark on a new venture in a logical manner. Comprehensive cases at the end of the text have been hand-picked by the authors to go hand-in-hand with chapter concepts. The superb author team of Hisrich, Peters, and Shepherd draw from their distinct backgrounds to create a book that addresses the dynamics of today's entrepreneurial challenges. From Bob Hisrich's expertise in global entrepreneurship to Mike Peter's background as a both a real-life entrepreneur and academic to Dean Shepherd's current research on cognition and entrepreneurial mindset, this book balances the crucial line between modern theory and practice. *Technology Entrepreneurship: Taking Innovation to the Marketplace, Third Edition* provides a practical toolkit for potential entrepreneurs with technology backgrounds that will help them navigate complex issues such as raising capital, IP protection, product development, and more. The book's structure follows the entrepreneurial process in a step-by-step way, defining key terms and helping readers without business qualifications engage with the activities addressed. In addition, it covers a discussion of current trends and developments relevant for tomorrow's entrepreneurs. In-depth information on the practicalities of technology entrepreneurship are combined with experience from academics to provide a unique resource on how to approach this crucial subject. Presents an intense focus on product design and development, with customers and markets in mind Includes extensive discussions on intellectual property development, management and protection Provides potent insights into marketing and

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Learn how to compete in international markets! The nature of business has changed, and Global Marketing Co-Operation and Networks explains how and why former competitors are now joining forces. Exploring co-operation, networks, and internationalization, this collection provides you with an indispensable framework for grasping the ongoing changes in global business. In addition, it includes a new, broad-based theory of international entrepreneurship that will help you master the intricacies of global marketing. Global Marketing Co-Operation and Networks features both empirical research and conceptual studies. It provides you with important research findings about the impact of internationalization on entrepreneurs, smaller firms, and multinational giants. This valuable book contains up-to-date information from top researchers in entrepreneurship from Canada, the United States, the United Kingdom, Australia, New Zealand, and Singapore. Global Marketing Co-Operation and Networks gives insight into the often confusing world of international business, explaining such difficult issues as: building networks to link smaller firms that have specialized knowledge and multinational firms that have marketing prowess establishing an international market presence with the help of supply and distribution networks that are already in place using group dynamics to establish successful networking choosing the best time to internationalize taking advantage of government-funded overseas trade missions to develop international markets Global Marketing Co-Operation and Networks is an essential resource for executives and entrepreneurs hoping to break into international business, as well as students and researchers interested in international economics, globalization, networking, and marketing strategies.

Entrepreneurship by Hisrich and Peters is intended for the undergraduate and graduate courses in entrepreneurship and has been designed to instruct students on how to formulate, plan and implement a new venture. Students are exposed to detailed descriptions of 'how to' embark on a new venture in a logical manner. Actual case studies and entrepreneur profiles help illustrate successful and not-so-successful ventures.

One key for success for an entrepreneur is to obtain sales (revenue) and profits as quickly as possible upon launching the venture. Entrepreneurial Marketing focuses on this and the essential elements of success in order to achieve these needed sales and revenues and then grow the company. The authors build a comprehensive, state-of-the-art picture of entrepreneurial marketing issues, providing major theoretical and empirical evidence that offers a clear, concise view of the field. Through an international approach that combines both theoretical and empirical knowledge on entrepreneurship and marketing, this book informs and enhances an entrepreneurs' creativity, their ability to bring innovations to the market and their willingness to face risk and change the world. Key components addressed include: identifying and selecting the market, determining the consumer needs cost-effectively, executing the basic elements of the marketing mix (product, price, distribution, and promotion) and competing successfully in the domestic and global markets by implementing a sound marketing plan. Numerous illustrative examples bring the content to life. The mix of theoretical content, examples, empirical analyses and case studies, make this book an excellent resource for students, professors, researchers, practitioners, and policymakers all over the world.

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Dana s Handbook is an essential read for international entrepreneurship scholars as well as policymakers and practitioners concerned with the dynamics associated with the international entrepreneurship process. Succinct reviews of the literature and useful summary tables

relating to key themes and studies are presented by a number of contributors. . . Paul Westhead, *International Small Business Journal* This is a formidable and weighty tome. . . More important than sheer quantity is consideration of the quality, and here the broad spread yet eclectic choice of the research papers is most enlightening. The contributing authors have collectively condensed much of the knowledge garnered from the past five years of this global field into one handy sourcebook. . . The end result is, indeed, a fresh recognition, if recognition still needs to be made, of the major importance of this new global growth phenomenon of international entrepreneurship. Mark Haydon, *International Journal of Entrepreneurship and Innovation* The Handbook is a nearly comprehensive reference work to the field that will be useful to scholars new to the area as well as those already engaged in it. . . I was impressed by the diversity of the authors. . . The Handbook is an excellent broad reference to the field. Ben Oviatt, *Journal of International Business Studies* Over the last few years there has been an increased interest in research on the internationalization of new ventures and the global challenges facing growing young businesses. The Handbook of Research on International Entrepreneurship has collected and synthesized the contributions of leading researchers in an effort to define and categorize the unique contributions and state-of-the-art of this emerging field. It provides a comprehensive, multi-disciplinary treatment that advances the frontiers of knowledge regarding the fundamental concepts, methods, and theories of international entrepreneurship. The Handbook should serve as both an authoritative and comprehensive reference work for researchers, and a state-of-the-art compilation of new insights for educational leaders. Ari Ginsberg, *New York University Stern School of Business, US* Entrepreneurship and international business have remained separate subjects for far too long. The study of international entrepreneurship thrives on the cross-fertilisation of ideas between these fields. It is one of the most dynamic research areas in economics and management. The contributors to this Handbook are the pioneers in the field, and this volume provides a definitive survey of their work. Mark Casson, *University of Reading, UK* These notable researchers share a common dedication to rigorous methodologies and vigorous research. Together in this volume, the researchers have assembled and presented a cross-section of tested methods, and innovative approaches. These contributions are an inspiration to younger researchers, and this bids fair to set the tone, and level of intellectual rigour and vigour for future research in the emerging field of international entrepreneurship. From the preface by Bob Kirk, *University of Canterbury, New Zealand* This unique reference book provides an array of diverse perspectives on international entrepreneurship, a new and emerging field of research that blends concepts and methodologies from more traditional social sciences. The Handbook includes chapters written by top researchers of economics and sociology, as well as academic leaders in the fields of entrepreneurship and international business. State-of-the-art contributions provide up-to-date literature reviews, making this book essential for the researcher of entrepreneurship and the internationalisation of entrepreneurs.

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results.

Over the last decade, international entrepreneurship has become a key emerging issue in international business studies. A growing number of recent contributions has made the subject topical and lively but it lacks a common framework. This book starts from the foundations of the subject, rooted in entrepreneurship, strategic management and international business studies, and proposes an innovative and integrated interpretative framework. The approach is applied to case studies, in order to reconcile theories and practices of international entrepreneurship. *Entrepreneurship*, by Robert Hisrich, Michael Peters and Dean Shepherd has been designed to clearly instruct students on the process of formulating, planning, and implementing a new venture. Students are exposed to detailed descriptions of 'how to' embark on a new venture in a logical manner. Comprehensive cases at the end of the text have been hand-picked by the authors to go hand-in-hand with chapter concepts. . The superb author team of Hisrich, Peters, and Shepherd draw from their distinct backgrounds to create a book that addresses the dynamics of today's entrepreneurial challenges. From Bob Hisrich's expertise in global entrepreneurship to Mike Peter's background as a both a real-life entrepreneur and academic to Dean Shepherd's current research on cognition and entrepreneurial mindset, this book balances the crucial line between modern theory and practice. .

The focus of this book is on technology ventures — how they start, operate, and sometimes exit profitably. In short, it covers all the elements required to launch a successful technology company, including discussion of cutting-edge trends such as "entrepreneurial method" and "lean startup," emphasis on the ideation process and development of an effective business plan, coverage of product and market development, intellectual property, structuring your venture, raising capital, sales and marketing, people management, and even strategies for exiting your venture. This is not another armchair book about entrepreneurship. It's a working guide for engineers and scientists who want to actually be entrepreneurs. An intense focus on product design and development, with customers and markets in mind Extensive discussion of intellectual property development, management, and protection Potent insights into marketing and selling technology products to the global marketplace Techniques for forecasting financials, raising funds, and establishing venture valuation Best practices in venture leadership and managing growth Overview of various exit strategies and how to prepare the venture for exit

The first book to look at innovation/entrepreneurship from an international perspective, *Managing Innovation and Entrepreneurship: A Global Perspective* provides a step-by-step process for managing innovation and entrepreneurship in an organization in both turbulent and stable economic times. Authors Robert D. Hisrich and Claudine Kearney demonstrate how to manage innovation on a day-to-day basis—using a wide range of real world scenarios, theories, principles, best practices, case studies, and modern examples. The book provides detailed coverage of each aspect of the process of innovation required to achieve success, including what it takes to build an innovative and entrepreneurial organization, how to develop innovation and entrepreneurship in both individuals and teams, how to manage and operationalize innovation and entrepreneurship, how to develop a global business plan, and more.

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development of an effective business plan, coverage of product and market development, intellectual property, structuring your venture, raising capital, sales and marketing, people management, and even strategies for exiting your venture. This is not another armchair book about entrepreneurship. It's a working guide for engineers and scientists who want to actually be entrepreneurs. An intense focus on product design and development, with customers and markets in mind Extensive discussion of intellectual property development, management, and protection Potent insights into marketing and selling technology products to the global marketplace Techniques for forecasting financials, raising funds, and establishing venture valuation Best practices in venture leadership and managing growth Overview of various exit strategies and how to prepare the venture for exit

Combining robust narrative with a wide variety of interesting cases, *International Entrepreneurship: Starting, Developing, and Managing a Global Venture* focuses on the need for every entrepreneur to at least consider entering the global market in today's hypercompetitive world. As an ever-growing number of countries become market oriented and developed, the distinction between foreign and domestic markets is becoming less pronounced, and entrepreneurs increasingly need to develop skills to identify opportunities and then manage these opportunities on a global basis.

International Entrepreneurship is an ideal resource for students, professors, government officials, and practitioners throughout the world who are interested in this vital, growing area. Key Features Includes chapter-opening international scenarios that feature a global entrepreneur or a global entrepreneurial venture to set the scene for the issues that follow Demonstrates global entrepreneurial issues through real-life cases from countries throughout the world Draws content from a wide variety of disciplines, including anthropology, economics, geography, history, jurisprudence, and language Includes chapter-ending class exercises, discussion questions, and suggestions for additional reading to provide readers with hands-on learning opportunities and avenues for future research Helpful Teaching Ancillaries Instructor Resources are available on a password-protected website at

<http://www.sagepub.com/hisrichinstr>. These resources include chapter outlines, end of chapter discussions, chapter exercises, and teaching notes. *International Entrepreneurship* is appropriate as a core text for courses such as Global Entrepreneurship or International Entrepreneurship or as a supplement in upper-level undergraduate and MBA courses in Entrepreneurship, New Venture Management, and Entrepreneurship Strategy. In addition, it can be used as an ancillary text in International Business and International Management courses.

International Entrepreneurship: Starting, Developing, and Managing a Global Venture Starting, Developing, and Managing a Global Venture SAGE

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This comprehensive, three-volume set covers every aspect of international business operations and offers a detailed discussion of important issues looming on the horizon.

- More than 100 expert contributors, ranging from a U.S. state governor to recognized leaders in the academic community to successful international business leaders
- Illustrations throughout
- An executive summary at the end of each chapter to make it easier for the reader to relate the chapter to a particular problem or area of interest
- A reference list at the end of each chapter

A practical approach for entrepreneurs and investors, *Entrepreneurial Finance* provides readers with the fundamental knowledge to finance, start, grow, and value new ventures, without the complex finance terms and calculations. This comprehensive yet practical approach incorporates a global perspective that appeals to entrepreneurs, investors, and students with diverse backgrounds, knowledge, and experience. From Facebook to Camera+, Gary Gibbons, Robert D. Hisrich, and Carlos M. DaSilva use real-world examples and their professional experiences to bring concepts to life. This text is one of the most readable books in the market without compromising high quality content and resources. -- Provided by publisher.

Beat the competition with INTERNAL INNOVATION If 3M's corporate leadership hadn't given researcher Art Fry a creative outlet, the world would never have seen the Post-it Note . . . Corporate entrepreneurs, intrapreneurs, mavericks. No matter what name they go by, these innovators are the pioneering forces within an organization who spark new enterprises, products, services, and processes to combat increased global competition. *Corporate Entrepreneurship* shows you how to develop and grow your organization by designing the culture, structure, strategies, and policies that encourage and support internal entrepreneurial ventures. Bestselling author and world-renowned entrepreneur Robert Hisrich teams up with global management expert Claudine Kearney to provide action plans, techniques, and insights for establishing an organizational culture that allows intrapreneurs to develop the entrepreneurial ventures that will secure value and generate new growth in your company. Every day, globalization and technological advancements continue to put more of your competitors within reach of your customers. In order for your company to stay attractive and thrive, you need the proven tools and tactics in this book to: Identify, evaluate, and fund venture opportunities Recognize bright corporate entrepreneurs and create their compensation plans Create business plans that avoid failure, optimize success, and develop and sustain corporate venturing Manage the internal politics of venturing Effectively implement corporate venturing into your organization Hisrich uses illustrative examples from his experience consulting for such global companies as 3M, Alcoa,

Westinghouse, Citi, and many others. Through informative, well-researched case studies, he demonstrates how his concepts help companies prosper over the long run, gain market share, and stay on the cutting edge of their potential. If your employees aren't innovating, your company is losing its competitive edge. Use Corporate Entrepreneurship to give your mavericks what they need to keep your company on top—all over the world.

This book combines theoretical perspectives and empirical evidence on open innovation and entrepreneurship as two essential ways to help entrepreneurial businesses grow and achieve a competitive advantage. Discussing essential issues at the nexus of entrepreneurship and open innovation, such as enterprise growth, creating competitive advantage, implementation of open innovation, and the overall corporate strategy, the respective contributions demonstrate how open innovation can provide a vital impetus to the growth of entrepreneurial businesses and pave a new way to achieving a competitive edge.

'A timely text, which presents key marketing concepts, frameworks, and tools in an easy-to-follow manner. the case vignettes, drawn from contemporary marketing practices of entrepreneurial companies around the world, provide nice illustrations of the issues discussed in the chapters. the book is an appropriate anchor text for courses in marketing, entrepreneurship, and small business management, and a great reference for practitioners.' - Tatiana Manolova, Bentley University, US

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