

practical financial tips to readers. The focus is on current practice, using results from recent surveys to show the most popular techniques and approaches used by financial managers today. A range of instructor's resources are available at the accompanying website. Visit www.blackwellpublishing.com/baker for full details.

Ebook: Fundamentals of Corporate Finance, Middle East Edition

Do you know your ABCs to money management? Are you able to make dollars and sense out of your personal finances? Does your family have financial independence? If you answered no to any of these questions, then ABCs that make cent\$ is just for you. It is essential for everyone to apply these ABCs to their own money management system. You and everyone in your family will learn how to apply the knowledge and translate it to your own personal life; its as simple as 1-2-3. If you do not learn this NOW, then you and your family could miss out on various opportunities needed in order to survive and succeed financially in these challenging times. There is hope! ABCs that make cent\$ will provide ways for you to manage your finances, enforce budgeting and saving and set goals to build wealth. The instructions provided are for you to carry forward and follow daily. The direction is to have funds for rainy days, emergencies, special occasions, big events and retirement. As a family, you will learn special techniques that will be amusing for the adult and entertaining for your children of all ages. These tools are crucial for your future well-being and for the name sake of your youngsters. Allow ABCs that make cent\$ to help you get up, stay up and initiate ascending to higher financial grounds. This book is definitely a Godsend. Stop stumbling at base level zero and start climbing to financial wealth by using the ABCs detailed in this book. Quotes regarding the book: You are about to embark on a voyage into monetary enlightenment. Enjoy your journey. You will be rewarded. J. David Spiceland, PhD, CPA, Professor of Accountancy. Cynthia's publication comes at a great time when people are in need of professional advice concerning their finances. She has hit a home-run. Laurence V. Plummer, Sr., President, Plummer Financial Services, LLC. Cynthia has done an excellent job of capturing my weakness when it comes to my motivation to spend... I'm elated with the solutions she offers and I will make sure all of my friends and family have a copy of this book. Marilyn Kelley, Business Instructor and friend Dallas, Texas. ABCs that make cents has practical tools; its filled with great ideas to building a successful financial plan for your family, needed especially during these economic times. Christine Shipman, CPS Miami, Florida. Ce guide pratique présente des solutions innovantes pour vous aider à mieux choisir vos cofondateurs, vos investisseurs, vos employés clés et à mieux partager avec eux le capital-actions de votre jeune entreprise. Ces deux problématiques fréquentes auxquelles doivent faire face les fondateurs apparaissent essentiellement au démarrage de la jeune pousse. Le choix des associés et la répartition du capital qui s'ensuit impactent chacun à leur façon la stabilité et la croissance (et donc la valeur) de la start-up, et la capacité des fondateurs à garder, à terme, le contrôle sur leur entreprise. Ce livre, fruit d'une

analyse approfondie des faits observés sur le terrain, montre de manière créative le chemin à suivre pour trouver l'équilibre entre la volonté de garder le contrôle et l'ambition de créer le maximum de valeur au sein de votre start-up. Plusieurs outils novateurs (The Founders' Equity Split Calculator™, The Founders' Suitability Estimator™, The Startup Investors' Suitability Estimator™, The Smart Quality Check & Premoney Valuator™, The Startup Key Employees' Suitability Estimator™, The Smart Pitch Valuator™), basés sur des tableaux et des modèles originaux d'analyse, sont proposés dans ce manuel afin d'inciter les créateurs d'entreprise à prendre leurs décisions instinctives dans un environnement chaotique de manière plus éclairée sur les incidences à court et à long terme de leurs choix.

Are you looking for an alternative to a career path at a big firm? Does founding your own start-up seem too risky? There is a radical third path open to you: You can buy a small business and run it as CEO. Purchasing a small company offers significant financial rewards—as well as personal and professional fulfillment. Leading a firm means you can be your own boss, put your executive skills to work, fashion a company environment that meets your own needs, and profit directly from your success. But finding the right business to buy and closing the deal isn't always easy. In the HBR Guide to Buying a Small Business, Harvard Business School professors Richard Ruback and Royce Yudkoff help you: Determine if this path is right for you Raise capital for your acquisition Find and evaluate the right prospects Avoid the pitfalls that could derail your search Understand why a "dull" business might be the best investment Negotiate a potential deal with the seller Avoid deals that fall through at the last minute Slicing Pie Funding Your Company Without Funds

???TV??????2012?????? ?????????????????? ?????? ?????????????????????? ??????????? ??????????????????????— ?????????????????? ??????????????????

AUSTRALIA/NEW ZEALAND EDITIONS
Same book...different cover!
Great ideas are a dime a dozen, but what if you have the idea but not the dime? Slicing Pie outlines a simple process to get your business started even if you don't have a lot of cash. In the early days you can use equity to get the things you need to start your company including help, equipment, supplies, rent and even credit. Slicing Pie explains how to calculate the fair amount of equity to the right people. Learn the tricks of the trade including: - Calculating a theoretical value of your company- Assigning value to the various inputs to your business- What to do when a founder leaves your company- How to handle equity when you have to fire someone This unique guide answers the tough questions for budding entrepreneurs and helps make sure they get started on the right foot.

. . . the stature of the authors, who include prominent university presidents and chancellors as well as leading researchers on the business of higher education, makes this a worthwhile read. Not to be missed are the chapters on how three Virginia universities are redefining what it means to be a public university, and an interesting and provocative look at the looming financial crisis in higher education

and how it can best be addressed. Highly recommended. F. Galloway, Choice
The New Balancing Act in the Business of Higher Education is a must read for
higher education leaders. It captures the major challenges of balancing
enhancement of revenues to sustain mission and core values with containing
costs to keep tuition for students affordable. At the same time, given the
changing nature of the faculty, colleges and universities must respond by
developing more flexibility within faculty careers. And presidents must lead their
institutions through transformative changes that require trust and credibility
among the stakeholders. Now is the time for strong, collaborative and decisive
leadership. Claire Van Ummersen, Vice President and Director, American
Council on Education, US This volume is an important read for those responsible
for working through an environment in which change is the one true constant.
Richard D. Legon, President, State Higher Education Executive Officers, US The
New Balancing Act in the Business of Higher Education clearly indicates the
world's finest system of higher education (as we have so long claimed) is
undergoing an identity crisis. Stan Ikenberry begins by pointing with alarm to an
eroding social compact, the once well-understood reciprocal responsibilities
between higher education and society. Then other leaders, in a series of
thoughtful essays, outline the dimensions of our situation. They warn of the risks
of pursuing new revenues without a firm grasp on core values, and explore the
challenges of rebuilding trust, the centrality (and growing marginalization) of
faculty academic leadership, the pernicious effects of inertia, the urgency of
innovation and change, and the evidence of successful leadership and
adaptation. Global forces have made success in higher education indispensable
to almost all of the American people. Without compromising on quality, the nation
needs substantially more widespread educational attainment. We are in a crisis;
business as usual is entirely unacceptable. The New Balancing Act in the
Business of Higher Education is a step beyond denial, toward essential change.
Paul E. Lingenfelter, State Higher Education Executive Officers, US The nation's
leadership in higher education is on the line, and colleges and universities need
tools and insights to remain competitive. The New Balancing Act in the Business
of Higher Education should be part of their toolkit. Travis Reindl, Director of State
Policy Analysis and Assistant to the President, American Association of State
Colleges and Universities, US In The New Balancing Act in the Business of
Higher Education, senior insiders and noted scholars assess the economic
conditions facing America's universities and colleges in the 21st century. The
picture they paint is not bright. In forthright and unflinching but far from
despondent language, the authors consider many important issues that must be
addressed even as they are often (wishfully) overlooked: stagnating college
enrollment rates; the need for cost containment and systemic reorganization;
institutional inertia; contingent and contract faculty; and the decline in state
funding. This volume is full of useful insights and clear interpretations to aid
policymakers and scholars in shaping a more optimistic future for higher

education in the US. Clive R. Belfield, Queens College, City University of New York, US This volume, part of the TIAA-CREF Institute Series on Higher Education, is based on a national conference, The New Balancing Act in the Business of Hig

Business development transactions are an important way for private and small cap life science companies to realize value. When negotiating transaction terms, small companies confront a playing field tilted steeply to the advantage of large companies such as Pfizer, GSK, J&J, and Medtronic. Leveling the Playing Field shows how small companies can create a level playing field and achieve a transaction that fully recognizes the value of their technologies and products. Leveling the Playing Field uses auctions as a model for successful business development. Auctions are especially effective in creating power for sellers when many, wealthy bidders compete enthusiastically to acquire a singular asset, a Rembrandt painting, a uniquely situated piece of real estate, a small company's technology or product. Leveling the Playing Field guides small companies through the process of attracting large companies, transforming their interest into enthusiasm, and maintaining a high level of competition among potential buyers for as long as possible. Leveling the Playing Field draws on the authors' experiences closing more than 100 transactions ranging in size from a few million to over \$2 billion as well as their serving as senior finance, R&D, and operations executives with large and small life science companies.

It is no longer acceptable for utility engineers to make spending decisions solely because they make good engineering sense. In today's environment, they must also demonstrate solid business acumen and show that recommendations make good business sense. With this goal in mind, Business Essentials for Utility Engineers systematically presents each business topic to arm engineers with the tools and vocabulary necessary to be more effective when interacting with senior management, and for promotion to senior management. This book covers all business concepts important to utility engineers, including regulation, ratemaking, accounting, finance, risk management, economics, budgeting, and asset management. The author applies his vast corporate experience to give readers a solid foundation for business theory, discussing the idiosyncrasies of utilities and using advanced mathematics to demonstrate business concepts. He also explains how to properly apply this theory to utilities, expounding on specific business skills that will greatly benefit utility engineers in their daily jobs. Chapters are organized to build sequentially upon each other, and take advantage of the mathematical sophistication and deductive nature of engineers when presenting material. After reading this book, utility engineers will view their industry from a new perspective, and will have a greatly expanded business vocabulary. Suitable for self-study, undergraduate study, graduate study, or as a desk reference, this book provides a robust framework for correct business thinking and a solid foundation for further learning. WAtch Richard E. Brown talk about his book at: <http://youtu.be/gdyjq77nQFI>

"This book is more than a collection of ideas, equations, and chapters. It has an important integrating theme—that of value creation. This theme, which is carried throughout the book, provides a framework that helps students understand the relations between the various concepts covered in the book and makes it easier for them to learn these concepts. The concept of value creation is the most fundamental notion in corporate finance. It is in stockholders' best interests for value maximization to be at the heart of the financial decisions made within the firm. Thus, it is critical that students be able to analyze and make business decisions with a focus on value creation. The concept of value creation is introduced in the first chapter of the book and is further developed and applied throughout the remaining chapters. The theme of value creation is operationalized through the net present value (NPV) concept. Once students grasp the fundamental idea that financial decision makers should only choose courses of action whose benefits exceed their costs, analysis and decision making using the NPV concept becomes second nature. By helping students better understand the economic rationale for a decision from the outset, rather than initially focusing on computational skills, our text keeps students focused on the true purpose of the calculations and the decision at hand"--

Make Your Business Idea Come True. Imagine if you had the ability to know precisely what your customers want, and built a business around it. What if you could minimize the risk of failure when starting something of your own? What if you could act on your idea today and build it into a revenue-generating business? Written by a cohort of successful startup founders, mentors, business strategists and intrapreneurs from around the world, this book answers the question: what is the secret to building products that customers really love and willingly pay for? In this book, you'll learn: —Why you should (or shouldn't) act on your idea NOW —How to develop the mindset of a fearless entrepreneur with a strong sense of purpose —How to make better decisions when outcomes are uncertain, using the DM Canvas and the mental time travel technique —Why you should not spend your time and resources in search of investor funding, but instead delay investments as much as possible —How to design and build products with high chances of success in the real world (instead of speculating and failing) —How the "Innovator's Canvas" can help you build a flexible and robust business model —How to tell your story to get the attention of your customers —How to create valuable IP, not just patents to show in your pitch deck —BONUS: Be remarkable and stand out from your competition —BONUS: How you can build a culture of fearless innovation Each idea is unique, but there is a universal process to innovate. Buy this book to test your idea, unleash the entrepreneurial spirit within you and make your idea happen!

Slicing Pie outlines a simple process for making sure that the founders and early employees of a start-up company get their fair share of the equity. You will learn: How to value the time and resources an individual brings to the company relative to the contributions of others ; The right way to value intangible things like ideas

Stop Knocking on My Door reveals effective HR systems and practices that will reduce the interruptions you experience throughout the workday, resulting in employees who are happy, safe, and productive. Reduce incidents, disruptions, and turnover while increasing your bottom line by understanding the importance of:

- Defining expectations
- Making the job description the hub of the wheel
- Staying out of employment regulatory purgatory
- Improving morale and retention
- Recognizing the significance of HR in companies of ALL sizes

Embrace what quality HR management can do for your company? and your state of mind! “A wealth of information and guidance from one of the best HR experts I have known.” ?Nancy H. Sacunas, CEO, Sacunas, Inc.

AARP Digital Editions offer you practical tips, proven solutions, and expert guidance. Do you speak money? You should. It is the world's most important language. It's spoken everywhere. Speaking—or at least understanding—this language allows you to follow the real conversations in politics, business, and at work. Understanding money and speaking the language fluently is critical to preparing for a comfortable retirement, building a small business, planning for college and a career for your children. Everyone speaks it differently, with different dialects. Some are riskier than others. Some want to save their money; others want to see it grow. There is no one accent, but understanding the differences will make couples, business partners, and coworkers happier—and wealthier. Authors and CNN financial experts Ali Velshi and Christine Romans speak the global language of money and translate it every day for hundreds of thousands of viewers. And they are here to teach you, too. It's easier to learn than you might think. Speaking money affects every area of your life. It's more than simply your savings or the investments you may have. It involves the way you think about money, the way you teach your children about it, and the way you were taught about it yourself. It's about the way you spend it, save it, invest it, use it, need it and want it. The book will:

- Shed light on the male and female spending and investing disparity
- Discuss emerging international economies
- Weigh the financial hurdle of student debt culminating in a successful job
- Explain how to budget wisely and build wealth
- Show how to plan appropriately for retirement

How to Speak Money is an easy-to-read, practical book that helps readers become fluent in the world's most universal language.

Prototype to Profit journeys taking an idea from conception to the marketplace. It's intended for scientists, engineers, and inventors who envision new products or services and seek business guidance. Patents, fundraising, problem solving, marketing, and partnering are discussed, along with examples of how SARS-CoV-2 has led to commercial pivots and evolved the way that business is conducted. Seasoned entrepreneurs highlight additional business insights via embedded video interviews.

A comprehensive guide to the burgeoning hedge fund industry Intended as a comprehensive reference for investors and fund and portfolio managers, Handbook of Hedge Funds combines new material with updated information from

Francois-Serge L'habitant's two other successful hedge fund books. This book features up-to-date regulatory and historical information, new case studies and trade examples, detailed analyses of investment strategies, discussions of hedge fund indices and databases, and tips on portfolio construction. Francois-Serge L'habitant (Geneva, Switzerland) is the Head of Investment Research at Kedge Capital. He is Professor of Finance at the University of Lausanne and at EDHEC Business School, as well as the author of five books, including *Hedge Funds: Quantitative Insights* (0-470-85667-X) and *Hedge Funds: Myths & Limits* (0-470-84477-9), both from Wiley.

Your own in-house legal advisor—at a fraction of the cost Written in plain-English for business people without any legal training, *Law For Small Business For Dummies* covers everything you need to be aware of regarding the law when you're starting and running your own business. Cutting through the jargon that can make even the pros scratch their heads, this book quickly gets you up-to-speed on the key areas of business law, including contracts, websites, intellectual property, data protection and partnership agreements. Plus, you'll find out how small business law applies to advertising and marketing, confidentiality agreements, the sale and supply of goods (including e-commerce), negligence and product liability. There were 526,000 new businesses registered in the UK in 2013—and, at some point, all of them will be faced with legal risks that could make the difference between success and failure. One claim could wipe out a fledgling business' profits, and hit even big businesses harder than they could ever imagine. If you're the owner of a new business and need to get a handle on the ins and outs of small business law—and don't have the budget to employ an in-house legal advisor—this trusted, approachable guide is your answer. Covers the laws surrounding the most common risks small businesses face Addresses how to deal with legal issues before a potentially costly dispute arises Provides access to handy sample contract templates on Dummies.com Serves as your own in-house legal advisor—at a fraction of the cost If you're an existing business owner or an aspiring entrepreneur thinking about starting your own business, *Law For Small Business For Dummies* gives you answers to questions you didn't even know to ask!

Entrepreneurship is the new engineering. Every person is either: an entrepreneur already, thinking of becoming one or wondering if something is wrong with him or her for not aspiring to become an entrepreneur. This book is for all of them. If you are either inheriting the wealth of the Ambanis or have nothing worth losing in life, you can go about entrepreneurship in just about any way. But for most people in between, entrepreneurship is an expensive decision. And so, we begin at the beginning. Is entrepreneurship your cup of tea? That is the singular question this book explores. I am tired of this 9 to 5 job; should I try entrepreneurship?... How do I convince my family?... Should I keep a side-job?... When will I be ready to take the plunge? The book explores many such real questions that haunt aspiring and first-time entrepreneurs.

Entrepreneurs and early-stage company participants get taken advantage of so frequently that we hardly notice. Bad equity deals are the rule, not the exception. *Fair & Square* outlines a framework for perfectly fair equity splits for early-stage, bootstrapped startup companies. Based on model popularized by the book *Slicing Pie*, it is the companion guide for the online Pie Slicer application at SlicingPie.com. *Fair & Square* will help you determine the right share for people who contribute the things you need to start your company including help, equipment, supplies, rent and even credit. You will learn how to fairly allocate equity when people contribute and how to fairly recover equity when people leave the company.

The Fairshare Model is an idea for a performance-based capital structure that redefines capitalism at the DNA level, where ownership interests are set. When used to raise venture

