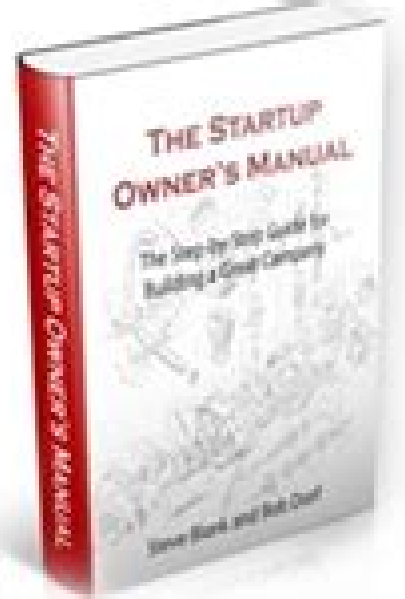


Startup Owners Manual



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Steven Gary Blank, Bob Dorf



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The Startup Owner's Manual Arlette Schimmel, 2014-11-11 Entrepreneurship is the process of starting a business or other organization The entrepreneur develops a business model acquires the human and other required resources and is fully responsible for its success or failure Entrepreneurship operates within an entrepreneurship ecosystem Contents Preface 8 1 What Are Interpersonal Skills and Why Are They Important to Entrepreneurs 10 1 1 What are Interpersonal Skills 10 1 2 Soft Skills A Topic of Study and Consideration Throughout History 10 1 3 How Does Developing Your Interpersonal Skills Make You a Better Entrepreneur 11 1 4 Key Points From Chapter 1 12 1 5 Quiz Reviewing Concepts From Chapter 1 13 1 6 Answers to Quiz for Chapter 1 15 2 Communication Skills That Set Business Leaders Apart 17 2 1 Why Are Communication Skills Important for a Business Owner 17 2 2 Active Listening and How It Can Boost Your Sales 19 2 3 Common Barriers to Communication 26 2 4 Body Language What People Are REALLY Saying 28 2 5 How to Communicate Effectively through Multi Media Outlets 33 2 6 Key Points from Chapter 2 38 2 7 Quiz Reviewing Concepts From Chapter 2 38 2 8 Answers to Quiz from Chapter 2 40 3 Public Speaking Tips for Business Leaders 42 3 1 Be Prepared 42 3 2 Stay Positive 43 3 3 Tell Em a

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The Startup Owner's Manual Summary Station, 2016 This book is a literally a step by step guide that will educate and enlighten you on how to start your own business The content is very easy to understand and a couple things are repeated throughout the book to reinforce the wisdom which is being passed on to you Each step is broken down into its simplest form with examples of past situations where persons have succeeded and others have failed The mistakes made by the persons who weren't successful were highlighted and the areas where they went wrong were analyzed and suggestions or steps that should have been taken were explained so you the reader will not make the same mistakes This is a summary and analysis of the book and NOT the original book

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