

DOWNLOAD PDF NEW VENTURE MANAGEMENT THE ENTREPRENEURS ROADMAP 17TH EDITION

Chapter 1 : New Venture Creation - Business/Marketing bibliographies - Cite This For Me

New Venture Management: The Entrepreneur's Roadmap and millions of other books are available for Amazon Kindle. Learn more Enter your mobile number or email address below and we'll send you a link to download the free Kindle App.

The belief that ethical standards are subject to local interpretation 2. Beliefs that provide a foundation for ethical behavior in a firm 4. A general sense of honesty and reliability that is expressed in a strong commitment to doing the right thing, regardless of the circumstances 6. Individuals or groups who either can affect or are affected by the performance of the company 7. The effort to protect and preserve the environment 8. Original intellectual creations, including inventions, literary creations, and works of art, that are protected by patents or copyrights 9. Official standards of employee behavior formulated by a business owner 1. Abner sometimes shorts the customer when weighing out bulk merchandise, believing the practice leads to higher profits so it is acceptable. We could infer that a. Abner is not an entrepreneur. Abner cheats on his taxes. Ethical and Legal 1 DIF: Annabelle often shops for clothing and household goods online while at work. Which of the following best describes this situation? Lying to employees c. Improper use of company resources d. Inappropriate Internet use at work ANS: In return, the team will print the company name on the shirts. To which stakeholder group does this team belong? Of all the possible stakeholders, the three primary ones are a. A small computer retailer makes every effort to satisfy customer needs both before and after the sale. However, this retailer regards social problems as being beyond the scope of his business. Value Creation 1 DIF: Milton Friedman argues that businesses a. Providing inaccurate or misleading financial information to stakeholders can: After issues related to customers and competitors, the second most common category of ethical issues that challenge small businesses is concerned with a. Bernard praises his employees as often as he catches someone doing something right. He often hosts family get-togethers for his few employees. Clark, the owner of DEF LLC, bragged about hiding company income from the IRS but was surprised when he learned his sales manager was accepting kickbacks from customers. Clark should have remembered: An example of an employee acting unethically towards employer is: Taking a vacation b. Taking unjustified sick leave c. Taking a 15 minute break ANS: The term for when an employee steals money from a firm is a. An ethical business not only treats customers and employees honestly, but also acts as a good citizen in the community. These broader obligations of citizenship are called a. Candace sells the muffins in her bakery at a higher price than the big-box grocery but she has a steady stream of customers willing to pay what she asks. Candace also supports local charities. What would likely happen if she lowered her prices and stopped her charitable contributions? Customers would go elsewhere. Income taxes would decrease. A band who fails to record the cash they collected for admission to their shows could be charged with what illegal practice? Skimming is an unethical business practice involving a. The type of tax most likely to be a problem for entrepreneurs is: Damon landed his first contract as an entrepreneur then submitted to the local newspaper a news release that gave the impression this was just one of a series of contracts and that business was booming. Giving the impression a business is something it is not a. PRO factors include a. She had stolen the sales manager from a competitor and wanted to gloat publicly. An effective way for an entrepreneur to establish legitimacy is: Of all the concerns regarding Internet use, the greatest is: If Floyd elects to monitor the personal email accounts of his employees at work, he should: An eBay retailer selling counterfeit Gucci and Louis Vuitton handbags is a violation of laws related to a. Ethical and Legal KEY: The application of U. The price of integrity is high, but the potential payoff is incalculable because it is impossible to compute a. The entrepreneur with integrity gives the company a competitive edge. The management of these companies understand the bottom line so that is still their singular focus. For the most part, founders with integrity are stressed to balance growing the business and following their principles. The ethical influence of a leader of a small business is a. In a small business, the most important key to ethical performance is a. The most important influence on ethics in a small business is a. A code of ethics becomes increasingly appropriate and necessary as a small business a. Garner

developed a code of ethics for his growing business because: In drawing up a code of ethics, a small business owner should adopt a code a. The purpose of the Better Business Bureau is: In order to make an ethical decision, the key to problem definition is to a. The most widely recommended principle for ethical behavior is to do what a. When evaluating alternatives, the entrepreneur will select one that is truthful, beneficial to all parties, fair, and a. Environmentalism poses the greatest threat to small a. An example of a small business that actually benefits from the growing interest in environmentalism would be a. A baker looking for new retail space has returned from a seminar on environmentalism and wishes to act responsibly in this area. Which action will best accomplish this purpose? Looking into leasing a LEED certified space b. Reduce product prices c. Eliminate undesirable processing odors d. Increase service to customers ANS: Government assistance is available to lead the entrepreneur in compliance with environmental law through the a. Millicent, founder of a small company that markets baked goods made from organic ingredients, emphasis honesty in all transactions. Malcolm is careful to share with his employees information about customer orders, financial performance, and quality concerns. Rhoda, the bookkeeper for a small company, has been diverting company funds into her personal bank account. Ralph has vending machines on his business property for the convenience of his employees. He reports on his income tax form only half the cash collected by these machines. William wants everyone to think his business is growing faster than it actually is so he built an impressive website with an exaggerated company history. Richard believes the United States is the greatest nation on earth and that all other countries should subscribe to our system of democracy and human rights. Therefore, he expects his overseas sales reps to follow American business practices. Carlos understands that cultures develop different standards and practices that govern how business is conducted. He is careful to observe local customs when he interacts with foreign companies. Franco treats his customers with respect. He is always truthful, even if it means losing a sale. He uses high quality materials and careful craftsmanship. As her business grew, Gretchen could not spend as much time individually with her employees. Itzakh uses a list of questions to help him decide among alternatives. Waverly Corporation ensures the temperature of water released back into the river is the same temperature as water drawn from the river for its production needs. It does the same for its exhausted air. Its products are made with a minimal environmental impact and it has won many awards in its industry.

DOWNLOAD PDF NEW VENTURE MANAGEMENT THE ENTREPRENEURS ROADMAP 17TH EDITION

Chapter 2 : Test Bank Entrepreneurship 5th Edition Barringer - Test Bank 1

Rent Small Business Management 17th edition () today, or search our site for other textbooks by Justin G. Longenecker. Every textbook comes with a day "Any Reason" guarantee. Published by Cengage.

Entrepreneurship and small business. Book New venture creation: Burns, Your Bibliography: Cosh, Cumming and Hughes, Your Bibliography: The Economic Journal, , pp. Gartner, Your Bibliography: Academy of Management Review, 10 4 , pp. Grant, Your Bibliography: Implications for Strategy Formulation. California Management Review, 33 3 , pp. Huang and Brown, Your Bibliography: International Small Business Journal, 18 1 , pp. Lechler, Your Bibliography: Small Business Economics, 16 4 , pp. Website When should a startup start worrying about making money? Leiter, Your Bibliography: When should a startup start worrying about making money?. New venture growth and personal networks - Journal of Business Research In-text: Ostgaard and Birley, Your Bibliography: New venture growth and personal networks. Journal of Business Research, 36 1 , pp. Porter, Your Bibliography: Prahalad and Hamel, Your Bibliography: The Core Competence of the Corporation. Harvard Business Review, 68 4 , pp. New venture creation In-text: Timmons and Spinelli, Your Bibliography: Journal Developmental sequence in small groups. Developmental sequence in small groups. Psychological Bulletin, 63 6 , pp. Website Behind the rise of entrepreneurship In-text: Wade, Your Bibliography: Behind the rise of entrepreneurship. Zahra, Ireland and Hitt, Your Bibliography: Academy of Management Journal, 43 5 , pp.

DOWNLOAD PDF NEW VENTURE MANAGEMENT THE ENTREPRENEURS ROADMAP 17TH EDITION

Chapter 3 : Ivey MBA Business Plan Competition | Pierre L. Morrissette Institute for Entrepreneurship

document in which the entrepreneur summarizes his or her business strategy for the proposed new venture and how that strategy will be implemented Chief Executive Officer (CEO) top manager who is responsible for the overall performance of a corporation.

In addition to this market-leading text, he authored a number of other meaningful business books and numerous articles in journals, such as Journal of Small Business Management, Academy of Management Review, Business Horizons and Journal of Business Ethics. Longenecker was active in several professional organizations and served as president of the International Council for Small Business. Wortman Lifetime Achievement Award. Longenecker Fellow is the highest recognition that the association gives to individuals who have made an outstanding contribution to the development, furtherance and benefit of small and medium businesses. Longenecker truly was a legend in his own time and continues to have profound influence through the lives of those who knew him. Longenecker grew up in a family business. Bill Petty is Professor of Finance and the W. He also helped establish the Baylor Angel Network where he now serves on the board. He holds a Ph. He has served as co-editor for the Journal of Financial Research and editor of the Journal of Entrepreneurial Finance. Petty has worked as a consultant for oil and gas firms and consumer product companies. He also served as a subject matter expert on a best-practices study on shareholder value-based management, funded by the American Productivity and Quality Center. He was part of a research team for the Australian Department of Industry to study the feasibility of establishing a public equity market for small- and medium-sized enterprises in Australia. In addition, he serves as the audit chair for a publicly traded energy firm. Palich is the W. Mays Professor of Entrepreneurship at Baylor University, where he teaches courses in small business management, international entrepreneurship, strategic management and international business to undergraduate and graduate students in the Hankamer School of Business. Having directed international education programs for more than two decades, Dr. Palich has taught entrepreneurship and strategic management in a number of countries in Europe and Latin America. His interest in entrepreneurial opportunity and small business management dates back to his youth, when he set up an agricultural sales venture to experiment with small business ownership. That early experience became a springboard for a number of other enterprises. Since that time, he has owned and operated domestic ventures in agribusiness, automobile sales, real estate development, and educational services, as well as an international import business. Palich also launched Lead Generation X, an Internet marketing firm set up to employ cutting-edge promotional methods to serve clients and their customers. Frank Hoy is the Paul R. He was a faculty member in the Department of Management at the University of Georgia for 10 years, where he founded and directed the Center for Business and Economic Studies, coordinated the entrepreneurship curriculum, and served as state director of the Georgia Small Business Development Center. He is a past chair of the Entrepreneurship Division of the Academy of Management. Bibliografische Informationen Small Business Management: Launching and Growing Entrepreneurial Ventures Autoren.

Chapter 4 : Entrepreneurs - Business/Marketing bibliographies - Cite This For Me

Leslie E. Palich is Professor of Management and Entrepreneurship and the W.A. Mays Professor of Entrepreneurship at Baylor University, where he teaches courses in Small Business Management, International Entrepreneurship, Strategic Management, and International Business to undergraduate and graduate students in the Hankamer School of Business.