

Trust Of Potential Buyers In New Entrepreneurial Ventures

Edward G. Rogoff

Trust of Potential Buyers in New Entrepreneurial Ventures Gunnar Wiedenfels,2009-07-25 Acquiring the first customers is a make-or-break challenge for new ventures. In how far does the trust of a potential future customer in a new venture influence his decision to purchase? How can an entrepreneur convey trustworthiness in order to influence the decision? In his dissertation, Gunnar Wiedenfels responds to these questions with an empirical study testing a theory-based model of trust, its drivers, and its effect on purchase intentions.

Trust Tarun Khanna,2018-08-14 A Harvard Business School professor and international entrepreneur explains the crucial ingredient for success in the developing world. Entrepreneurial ventures often fail in the developing world because of the lack of something taken for granted in the developed world: trust. Over centuries the developed world has built up customs and institutions like enforceable contracts, an impartial legal system, credible regulatory bodies, even unofficial but respected sources of information like Yelp or Consumer Reports that have created a high level of what scholar and entrepreneur Tarun Khanna calls “ambient trust.” If a product is FDA-approved we feel confident it’s safe. If someone makes an untrue claim or breaks an agreement we can sue. Police don’t demand bribes to do their jobs. Certainly there are exceptions, but when brought to light they provoke a scandal, not a shrug. This is not the case in the developing world. But rather than become casualties of mistrust, Khanna shows that smart entrepreneurs adopt the mindset that, like it or not, it’s up to them to weave their own independent web of trust—with their employees, partners, clients, and customers—and with society as a whole. This can requires innovative approaches in places where the level of societal mistrust is so high that, as in one example Khanna provides, an official certification of quality simply arouses suspicion—and lowers sales! Using vivid examples from Brazil, China, India, Mexico and elsewhere, Khanna shows how entrepreneurs can build on existing customs and practices instead of trying to push against them. He highlights the role new technologies can play (but cautions that these are not panaceas), and explains how entrepreneurs can find dependable partners in national and local governments to create impact at scale

Exploring Interpersonal Trust in the Entrepreneurial Venture Mark R. Dibben,2000

Disciplined Entrepreneurship Bill Aulet,2013-08-12 24 Steps to Success! Disciplined Entrepreneurship will change the way you think about starting a company. Many believe that entrepreneurship cannot be taught, but great entrepreneurs aren't born with something special – they simply make great products. This book will show you how to create a successful startup through developing an innovative product. It breaks down the necessary processes into an integrated, comprehensive, and proven 24-step framework that any industrious person can learn and apply. You will learn: Why the “F” word – focus – is crucial to a startup’s success Common obstacles that entrepreneurs face – and how to overcome them How to use innovation to stand out in the crowd – it’s not just about technology Whether you’re a first-time or repeat entrepreneur, Disciplined Entrepreneurship gives you the tools you need to improve your odds of making a product people want. Author Bill Aulet is the managing director of the Martin Trust Center for MIT Entrepreneurship as well as a senior lecturer at the MIT Sloan School of Management. For more please visit <http://disciplinedentrepreneurship.com/>

Trust Tarun Khanna,2018-07-21 Trust Creating the Foundation for Entrepreneurship in Developing Countries Entrepreneurial ventures often fail in the developing world because of the lack of something taken for granted in the developed world: trust. Over centuries the developed world has built up customs and institutions like enforceable contracts, an impartial legal system, credible regulatory bodies, even unofficial but respected sources of information like Yelp or Consumer Reports that have created a high level of what scholar and entrepreneur Tarun Khanna calls "ambient trust." If a product is FDA-approved we feel confident it's safe. If someone makes an untrue claim or breaks an agreement we can sue. Police don't demand bribes to do their jobs. Certainly there are exceptions, but when brought to light they provoke a scandal, not a shrug. This is not the case in the developing world. But rather than become casualties of mistrust, Khanna shows that smart entrepreneurs adopt the mindset that, like it or not, it's up to them to weave their own independent web of trust with their employees, their partners, their clients, their customers and with society as a whole... As reviewed in Global University Venturing and The World Economic Forum in June 2018

Entrepreneurial Ecosystems in Unexpected Places Veneta Andonova,Milena S. Nikolova,Dilyan Dimitrov,2018-11-19 This book sheds light on one of the biggest development issues of our time: how the rise of entrepreneurship and the associated mindset is likely to unfold in unexpected places and change socio-economic and political fortunes. Focusing on the Balkan Peninsula, the authors explore the early success of young entrepreneurial ecosystems in the region and highlight the dangers of direct comparison with more mature entrepreneurial centres. Offering fresh insights, this brand new book presents an analytical overview of the entrepreneurial domain that enabled Bulgaria to become the start-up capital of the Balkans. With empirical data gathered from over 80 interviews and case studies, the authors address the needs of decision-makers and managers in many countries which are on the path towards nurturing entrepreneurial ecosystems.

Exploring Interpersonal Trust in the Entrepreneurial Venture M. Dikken,2000-02-24 Although the subject of trust has

received increasing attention in the fields of organisation studies and, to some extent, entrepreneurship, the field has, to date, largely been characterised by theoretical work which, though useful, is still often difficult - if not impossible to operationalise. This book adopts an alternative view to the scientific, modernist approach to organisational study, moving beyond a simple study of trust in organisations to tackle some of the more fundamental philosophical issues that surround management studies and entrepreneurship.

Start Your Own Business The Staff of Entrepreneur Media, Inc.,2018-08-14 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

International Business and Emerging Economy Firms Marin A. Marinov,Svetla T. Marinova,Jorma A. Larimo,Tiina Leposky,2019-09-03 How do firms from emerging economies strive for the internationalization of their business? This comprehensive two-volume collection tackles this question by taking a closer look at underexplored issues, including bottom of the pyramid (BoP) business models, value creation and co-creation, employee commitment and the 'born global' concept. Taking both a geographic and thematic approach to the topic, the first volume addresses universal challenges such as inclusive innovation, the ethics of corporate leadership, and knowledge management, and also places a special emphasis on China. Providing an overview of the strategies and operations involved in internationalizing Chinese firms, this book is an essential read for those researching emerging markets and globalization in general, as well as Asian Business more specifically.

The Psychology of Small Business Owners Sukanlaya Sawang,Cindy Yunhsin Chou,Robbert A. Kivits,2021-12-02
Entrepreneurship and New Venture Creation Sahay,2009

Bankable Business Plans for Entrepreneurial Ventures Edward G. Rogoff,2007-09

Entrepreneurship as Practice Vanessa Ratten,2022-09-08 Entrepreneurship as practice refers to the everyday way

that innovation and futuristic thinking is incorporated into business ventures. It refers to the actual implementation of entrepreneurship within any kind of market context that emphasises proactive change. This edited book focuses on entrepreneurship as a practice as a management imperative. This means highlighting the way entrepreneurship is a practice and requires active engagement. Each chapter in the book discusses a different aspect of entrepreneurship as practice as a way of contributing to the broader discussion of what entrepreneurship is and means in today's global society.

Entrepreneurship and Development in the 21st Century Bruno S. Sergi, Cole C. Scanlon, 2019-04-29 The 21st century has brought about new trends in entrepreneurship and development. In this insightful volume, a cast of expert contributors explore how these new trends, along with a variety of political, cultural and social influences, have affected entrepreneurship, in all of its manifestations.

Beyond the Business Plan S. Bridge, C. Hegarty, 2013-10-11 This insightful practical guide argues that the traditional business plan may not be appropriate for many new ventures and presents an alternative, effectual approach that encourages flexibility and development through exploration and experience. 10 principles demonstrate how to respond better to uncertainty during the business development process.

Exploring Entrepreneurship Richard Blundel, Nigel Lockett, Catherine Wang, Suzanne Mawson, 2021-09-01 A detailed and critical analysis of the multiple types of entrepreneurship, helping students to understand the practical skills and theoretical concepts needed to create their very own entrepreneurial venture. Split into two parts, the book provides an even balance between theory and practice. Part 1 covers the practical activities involved in new entrepreneurial ventures, and Part 2 uses the latest research to explore entrepreneurship from different perspectives. The expanded third edition of *Exploring Entrepreneurship* includes:

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Essential online resources for students, including selected SAGE journal articles, pre-reading suggestions, self-assessment questions and revision tips, plus a range of lecturer resources, are available. Suitable reading for students taking modules in Entrepreneurship or Small Business Management at upper undergraduate and postgraduate levels.

A Psychological Approach to Entrepreneurship Dean A. Shepherd, 2014-12-31 Within an entrepreneurial context, what a person thinks and feels and how they behave are hugely consequential. Entrepreneurs often work in scenarios of considerable time pressure, task complexity, uncertainty and high performance variance. This fasci

Disciplined Entrepreneurship Bill Aulet, 2024-04-02 An expanded & updated version of the award winning & bestselling

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Launching Successful Ventures Michael W. Fountain, Thomas W. Zimmerer, 2018-10-24 The majority of new businesses don't survive their first year. *Launching Successful Ventures* teaches students the nuts and bolts of creating new ventures while helping them avoid the common pitfalls that often lead to failure. Entrepreneurial exercises, case studies, step-by-step guidelines, and in-depth coverage of important financial topics such as managing cash flow, equity capital, and debt and investment capital are designed to help students build sustainable, lucrative ventures. Authored by successful serial entrepreneurs and award-winning researchers Michael Fountain and Tom Zimmerer, this new text provides a concise, practical guide for students seeking to develop high-growth ventures.

Entrepreneurialism and Society Robert N. Eberhart, Michael Lounsbury, Howard E. Aldrich, 2022-09-22 *Entrepreneurialism and Society* invigorates academic research by developing new perspectives on how entrepreneurs and their organizations shape our social world.

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