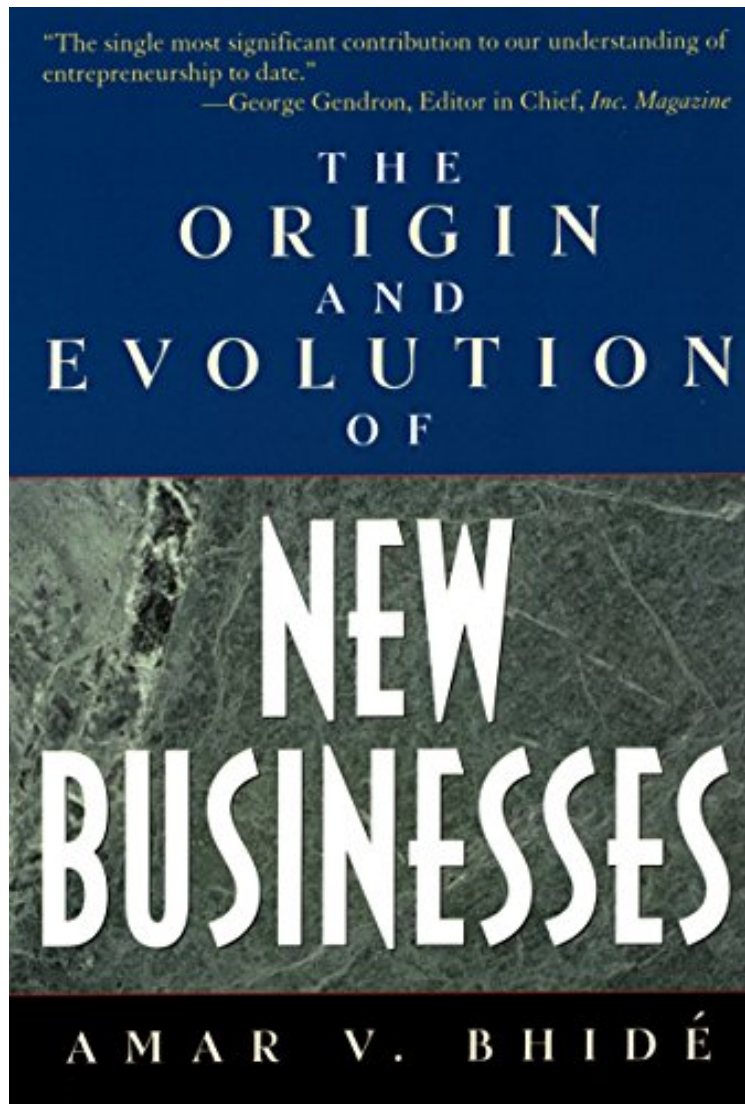


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The Origin and Evolution of New Businesses

Amar V. Bhide

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Amar V. Bhide : The Origin and Evolution of New Businesses before purchasing it in order to gage whether or not it would be worth my time, and all praised The Origin and Evolution of New Businesses:

1 of 1 people found the following review helpful. Required reading for entrepreneurs and those who give them advice. By John S Wren This book continues to be the best ever written for those of us who want to learn the truth about how new businesses really start and grow, who try to be helpful to startups and small business owners. To help spread the word, some of us have formed the new, free Small Business Chamber of Commerce to cooperate with local chambers across Colorado and eventually beyond to offer an alternative to the unhelpful SBA venture capital approach to startup. For more see our website SmallBizChamber(dot)org or our Facebook Page

Facebook.com/Small.Business.Chamber3 of 4 people found the following review helpful. The academic bible on entrepreneurship By Franco Arda Entrepreneurship had long been neglected by academics and Bhide changed that with this classic book forever. While a bit outdated and of limited practical value, any serious entrepreneur will find loads of basics / fundamentals in the world of entrepreneurship. Bhide's concept of 'Investment, Uncertainty Profit' is in my opinion a principle of entrepreneurship worth the price of the book. The concept has been used a lot and probably the best re-use / improvement was written by Keith McFarland in 'The Breakthrough Company', chapter Upping the Ante. This is a major book that changed the academic and professional work on how we think about entrepreneurship. Thus, many books have been using Bhide's finding extensively including 'Extraordinary Entrepreneurship', which is to me the finest and very best book for any hands-on entrepreneur. 1 of 1 people found the following review helpful. Five Stars By Grand9 Received item as advertised. Exceeded my expectation!

What is this mysterious activity we call entrepreneurship? Does success require special traits and skills or just luck? Can large companies follow their example? What role does venture capital play? In a field dominated by anecdote and folklore, this landmark study integrates more than ten years of intensive research and modern theories of business and economics. The result is a comprehensive framework for understanding entrepreneurship that provides new and penetrating insights. Examining hundreds of successful ventures, the author finds that the typical business has humble, improvised origins. Well-planned start-ups, backed by substantial venture capital, are exceptional. Entrepreneurs like Bill Gates and Sam Walton initially pursue small, uncertain opportunities, without much capital, market research, or breakthrough technologies. Coping with ambiguity and surprises, face-to-face selling, and making do with second-tier employees is more important than foresight, deal-making, or recruiting top-notch teams. Transforming improvised start-ups into noteworthy enterprises requires a radical shift, from "opportunistic adaptation" in niche markets to the pursuit of ambitious strategies. This requires traits such as ambition and risk-taking that are initially unimportant. Mature corporations have to pursue entrepreneurial activity in a much more disciplined way. Companies like Intel and Merck focus their resources on large-scale initiatives that scrappy entrepreneurs cannot undertake. Their success requires carefully chosen bets, meticulous planning, and the smooth coordination of many employees rather than the talents of a driven few. This clearly and concisely written book is essential for anyone who wants to start a business, for the entrepreneur or executive who wants to grow a company, and for the scholar who wants to understand this crucial economic activity.

From Library Journal The entrepreneurial function has long been overlooked both by economists and business theorists, though courses in entrepreneurship are increasingly popular in business schools. Bhid? (Harvard Business Sch.) draws on both of those disciplines for theory, which he then extends through the analysis of data from 100 interviews with leaders of high-growth companies. This groundbreaking work shows the complementary roles held by innovative startup companies in areas with high uncertainty and little financial investment and by more established companies, which focus on large-scale projects with more certain payoffs. The characteristics of promising startups and their founders are carefully outlined and contrasted with those of more established firms, and Bhid? explains why so few firms make the transition from successful startup to ongoing large enterprise. Offering a wealth of avenues for future research as well as insights for potential entrepreneurs, this book is sure to be cited for years to come. -A.J. Sobczak, Covina, CA Copyright 1999 Reed Business Information, Inc. From Booklist Bhide cautions the reader that this is not a how-to book on the popular subject of entrepreneurship; rather, it looks at entrepreneurs mainly from an economic point of view. His work represents systematic research about starting and growing a new business, and Bhide contends this approach is unique in the field. The book examines the nature of the opportunities that entrepreneurs pursue, problems and tasks they face, traits and skills they require, and the social and economic contributions they make; and then compares those realities with features of large, established companies. Entrepreneurs pursue opportunities with different levels of uncertainty, investment requirements, and likely profit. They survive and prosper because of an ongoing ability to adapt to opportunities and problems, are subjected to many detours, and stumble often along the way. This theory book will find a welcome reception in business schools that are focusing on courses in entrepreneurship and may also appeal to corporate executives who are trying to instill an entrepreneurial spirit in their employees. Mary Whaley "After this impressive study reviews the difficulties and risks involved in starting new businesses, it provides well selected examples of both successes and failures. Bhide's description and analyses of the continuing evolution of growth is placed in a broader historical setting, one that is related to more general economic and sociological analyses and theories. The book should be required reading for entrepreneurs at all stages in the development of their enterprises." -- Alfred D. Chandler, Jr., Isador Straus Professor of Business History, Emeritus Harvard Business School "Required reading for entrepreneurs at all stages in the development of their enterprises." -- Alfred Chandler, Harvard Business School "With the analytic rigor of a scholar and the practical insight of a savvy investor, Amar Bhide explores the most important aspects of entrepreneurship: how and why some businesses prosper and evolve while others atrophy. And unlike most research on entrepreneurs, Bhide explains how what's good for small business is good for big business and good for America." -- Richard F. Cavanagh,

President and CEO, The Conference Board"Anyone who wants to start or grow a business should read this book. It combines rigorous analysis with data and field research on hundreds of new ventures. As a third generation entrepreneur, I found Bhide has accurately captured the challenges entrepreneurs face and their free-wheeling strategies for success."-- Dan Bricklin, Co-creator of VisiCalc, Co-founder of Software Arts, Software Garden and Trellix"I cannot say enough about The Origin and Evolution of New Businesses. It is, in my estimation, the single most significant contribution to our understanding of entrepreneurship to date. It illuminates what lies at the very heart of capitalism itself--the process by which men and women transform human capital (daring, imagination, resourcefulness) into financial capital (wealth). The only negative thing I have to say about this remarkable book is, 'damn, I wish I had written it myself.'--George Gendron, Editor in Chief, Inc. Magazine"A good deal of what Mr. Bhide says is contentious. But the strength of his book is that it hands us large quantities of empirical and awkward fact. Any future theorizing about the role and nature of the entrepreneur must take it into account."--Financial Times"This groundbreaking work shows the complementary roles held by innovative startup companies in areas with high uncertainty and little financial investment and by more established companies, which focus on large-scale projects with more certain payoffs....Offering a wealth of avenues for future research as well as insights for potential entrepreneurs, this book is sure to be cited for years to come."--Library Journal