

Steven Blank Startup Owners Manual

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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

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