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business world. Rather than have a chapter on designing a building a plan, the authors built the entire book around it so that at the end of the course the students will have crafted their own business plans.

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So critical for academic leaders to adopt an entrepreneurial mindset. Traditional financial management approaches such as resource prioritization and/or cutting one's way to sustainability are no longer sufficient long-term solutions. Successful academic

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risks, and ready to seek answers to questions like: "How can we do this differently?" "What do we do really well that might be leveraged in new and unique ways?" "What market opportunities exist that we are uniquely equipped to meet?"

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entrepreneurs, this book is a must-read for scientists and academicians who want to see their idea turn into a product and change the market. It is also pertinent for finance and business professionals who aspire to become technology

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analyzes deal closing, equity conversion and ideal exit strategies to follow. Ultimately Anil Sethi reveals the 'inside track' which helps understand what drives entrepreneurs and what they wouldn't admit.

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International Entrepreneurship in the Arts focuses on teaching students, artists, and arts managers specific strategies for expanding creative ventures that are already successful domestically to an international audience. Varbanova's accessible

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writing outlines a systematic theoretical framework that guides the reader from generating an innovative idea and starting up an international arts enterprise to its sustainable international growth. Applying concepts, models, and tools from international

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entrepreneurship theory and practice, Varbanova analyzes how these function within the unique setting of the arts and culture sector. The book covers: Domestic inception of an arts enterprise, followed by international expansion Starting

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the early stages of its inception
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resources Implementing diverse
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partnership Starting up an arts venture that is run by a multinational team Creating an art product with international dimension The book's 23 case studies and 54 short examples feature disciplines from fine arts and photography to music,

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theatre, and contemporary dance, and cover ventures in over 20 countries to provide students with practical insight into the issues and challenges facing real arts organizations. Aimed at students interested in the business aspects of arts and cultural ventures, it

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will also be of use to practitioners looking at ways to internationalize their own enterprises.

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