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Come nasce l'idea di una startup? Come si conquista il mercato? Dove si trovano i soldi? Business angel e venture capital? Il crowdfunding funziona? Che differenza c'è tra incubatore e acceleratore? Cos'è l'open innovation? Come si fa un'exit? Andare all'estero: sì, no, quando? E se poi fallisco? Il fenomeno delle startup, nato nella Silicon Valley, è arrivato anche in Italia. Giovani talenti, studenti illuminati, ingegneri, programmatori si inventano un'impresa innovativa. Hanno un sogno e sono disposti a tutto per realizzarlo. Non sono mossi dalla logica del profitto, ma da quella di cambiare il mondo. Sono i nuovi eroi. Questo libro è una guida essenziale per chi vuole creare una startup. Scritto da quattro giornalisti che ogni giorno si confrontano con questo ecosistema. 10 capitoli da leggere tutti d'un fiato, con le interviste esclusive ai founder di startup mondiali, da Airbnb a Candy Crush. 10 capitoli da sottolineare. 10 capitoli da conservare nel tempo per chi vuole farcela. E magari, chissà, cambiare il mondo.

This book brings order to the chaotic and rapidly evolving world of influencer marketing by providing readers with much needed context, frameworks, and best practices. Written for busy marketing professionals working in both domestic and international markets, it addresses these topics in a highly actionable and engaging manner. Digital Influence covers everything from how to identify the right influencers and determine "level of influence" to collaborating with influencers and measuring ROI. It turns out, it's not all about paying online celebrities outrageous sums to post sponsored content. Backaler also provides much-needed context for why influencer marketing is flourishing today, and perspective into what a more technologically-enabled, globally-connected future will look like. Ultimately, people want to learn from trusted peers, not faceless companies. Better than any corporate marketing function, influencers understand how to make best use of social media platforms and tailor content for their respective cultures to engage consumers in their home markets. Business leaders should arm themselves with Backaler's book to ensure they're not left behind.

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Warren Buffett is the most famous investor of all time and one of today's most admired business leaders. He became a billionaire and investment sage by looking at companies as businesses rather than prices on a stock screen. The first two editions of The Warren Buffett Way gave investors their first in-depth look at the innovative investment and business strategies behind Buffett's spectacular success. The new edition updates readers on the latest investments by Buffett. And, more importantly, it draws on the new field of behavioral finance to explain how investors can overcome the common obstacles that prevent them from investing like Buffett. New material includes: How to think like a long-term investor — just like Buffett Why "loss aversion", the tendency of most investors to overweight the pain of losing money, is one of the biggest obstacles that investors must overcome. Why behaving rationally in the face of the ups and downs of the market has been the key to Buffett's investing success Analysis of Buffett's recent acquisition of H.J. Heinz and his investment in IBM stock The greatest challenge to emulating Buffett is not in the selection of the right stocks, Hagstrom writes, but in having the fortitude to stick with sound investments in the face of economic and market uncertainty. The new edition explains the psychological foundations of Buffett's approach, thus giving readers the best roadmap yet for mastering both the principles and behaviors that have made Buffett the greatest investor of our generation.

This book focuses on various types of crowdfunding and the lessons learned from academic research. Crowdfunding, a new and important source of financing for entrepreneurs, fills a funding gap that was traditionally difficult to close. Chapters from expert contributors define and carefully evaluate the various market segments: donation-based and reward-based crowdfunding, crowdinvesting and crowdlending. They further provide an assessment of startups, market structure, as well as backers and investors for each segment. Attention is given to the theoretical and empirical findings from the recent economics and finance literature. Furthermore, the authors evaluate relevant regulatory efforts in several jurisdictions. This book will appeal to finance, entrepreneurship and legal scholars as well as entrepreneurs and platform operators.

Over twenty years ago, Worre began focusing on developing the skills to become a network marketing expert. Now he shares his wisdom in a guide that will ignite your passion for this profession and help you make the decision to create the life of your dreams. He shows you how to find prospects, present your product, help them become customers or distributors, and much more.

Introducing Israel Armstrong, one of literature's most unlikely detectives in the first of a series of novels from the author of the critically acclaimed Ring Road.

Smaller companies are abundant in the business realm and outnumber large companies by a wide margin. To maintain a competitive edge against other businesses, companies must ensure the most effective strategies and procedures are in place. This is particularly critical in smaller business environments that have fewer resources. Start-Ups and SMEs: Concepts, Methodologies, Tools, and Applications is a vital reference source that examines the strategies and concepts that will assist small and medium-sized enterprises to achieve competitiveness. It also explores the latest advances and developments for creating a system of shared values and beliefs in small business environments. Highlighting a range of topics such as entrepreneurship, innovative behavior, and organizational sustainability, this multi-volume book is ideally designed for entrepreneurs, business managers, executives, managing directors, academicians, business professionals, researchers, and graduate-level students.

An increasing number of scholars, students and practitioners of psychology are becoming intrigued by the ideas of Gilles Deleuze and of Felix Guattari. This book aims to be a critical introduction to these ideas, which have so much to offer psychology in terms of new directions as well as critique. Deleuze was one of the most prominent philosophers of the 20th century and a figure whose ideas are increasingly influential throughout the humanities and social sciences. His work, particularly his collaborations with psychoanalyst Guattari, focused on the articulation of a philosophy of difference. Rejecting mainstream

continental philosophy just as much as the orthodox analytical metaphysics of the English-speaking world, Deleuze proposed a positive and passionate alternative, bursting at the seams with new concepts and new transformations. This book overviews the philosophical contribution of Deleuze including the project he developed with Guattari. It goes on to explore the application of these ideas in three major dimensions of psychology: its unit of analysis, its method and its applications to the clinic. Deleuze and Psychology will be of interest to students and scholars of psychology and those interested in continental philosophy, as well as psychological practitioners and therapists.

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