



Jörg Freiling | Tobias Kollmann (Hrsg.)

Entrepreneurial Marketing

**Besonderheiten, Aufgaben
und Lösungsansätze
für Gründungsunternehmen**

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CL Gary



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Start-up and Entrepreneurial Communication Alexander Godulla, Linjuan Rita Men, 2024-06-21 This book delves into the dynamic field of start up and entrepreneurial communication addressing a significant research gap Start up and entrepreneurial communication is a critical practice for organizations in their early stages of development Characterized by their innovative and growth oriented nature these organizations often find themselves in a constant state of re evaluation and reinvention As such the competencies within these organizations frequently struggle to match the real time changes Addressing this gap this book provides scientifically sound answers to defining and systematizing start up and entrepreneurial communication It delves into central areas of discourse exploring the intricate balance between a start up s brand identity and strategic communication as well as the crucial role of internal communication Additionally the book offers insights into the highly innovative realm of crowdfunding complementing its comprehensive exploration of start up communication This volume will be a key resource for scholars students and practitioners in the emerging field of entrepreneurial and start up communication It was originally published as a special issue of the International Journal of Strategic Communication

The Role of Fear for Entrepreneurial Venture Creation Philipp K. Berger, 2015-03-10 Based on theory and an empirical survey Philipp K Berger measures the amount of fear for different groups of entrepreneurs He draws parallels to Prospect Theory revealing the components of fear and shows that entrepreneurial fear is a rather rational subconscious evaluation of the situation Furthermore he identifies the root causes of this fear the fear of failure and the underlying reasons why potential entrepreneurs think they might fail A comparison to actual company failure shows that potential entrepreneurs both over rate certain potential pitfalls and under estimate other blind spots The attributes of the individuals also have an influence on their fear clustering them into rather fearful and rather fearless entrepreneurs Based on the generated insights the book concludes with concrete recommendations to improve the entrepreneurial activity in a country

De Gruyter Handbook of SME Entrepreneurship Marina Dabić, Sascha Kraus, 2023-11-06 A small business is not a little big business Small and medium sized enterprises SMEs are considered the engines of worldwide economies and the main sources of job creation Management in these companies is different from management in larger older enterprises with their already established concepts and instruments In view of the high importance of SMEs in emerging developing and developed economies worldwide the De Gruyter Handbook of SME Entrepreneurship investigates the underlying mechanisms and practices of management within these companies with a focus on entrepreneurship growth and innovation It argues that it is time for a dedicated theory of SME Entrepreneurship to emerge Entrepreneurial thinking and behavior in SMEs must be differentiated from that of start ups and large companies On the other hand it also explores the different entrepreneurship manifestations that exist within a widely heterogeneous group of SMEs The handbook provides a theoretical framework in which to understand compare and contrast the complexity of SMEs in both domestic and international processes and

addresses the strengths achievements and challenges of entrepreneurship in SMEs Serving the Customer Thomas Aichner,2023-01-01 This book examines key aspects of selling and the sale of goods and services in B2C and B2B Renowned scholars and practitioners contributed their expertise with a wide range of articles about how to serve customers and the role of selling and sales Their research results and practical experiences can be used as a basis for further research as well as implemented by small medium sized and globally operating companies The 13 chapters are organized in four parts starting with I value creation and selling services followed by II business negotiations and sales in B2B III using technology and innovation to increase sales and study consumers and finishing with two chapters about sales competencies on the one hand and a critical piece about consumption on the other hand under IV selling more or consuming less The European perspective adopted in the book provides both international researchers and entrepreneurs as well as those already working in Europe with a better understanding of the market and the dynamics in the consumer and business sectors Excerpt from the content The meaning of value creation and value in use in selling services The vital role of pricing customer participation and the responsibilities of front line employees How to negotiate the sale in B2B and purchase of three distinct types of business services How why and under which circumstances retailers are considering machine learning forecasting methods to increase sales Proposal for an autonomous consumer business which is about fully automating transactions between a seller and a buyer How the Net Promoter Score works and why it can be both beneficial but also viewed skeptically Which specific competencies sales professionals must possess to succeed and sell well The downsides and threats of our economic system with a single minded focus on the growth of sales or revenues *Asia Pacific Journal of Marketing and Logistics* ,1994

The ... American Marketing Association International Member & Marketing Services Guide American Marketing Association,2001 **Michigan State Gazetteer and Business Directory for ...** ,1875 **AMA Members and Marketing Services Directory** American Marketing Association,2002 Michigan State Gazetteer and Business Directory ,1875 **Unternehmung** ,2000 *Gould's St. Louis Red-blue Book* ,1919 **Dalton's Directory, Business and Industry** ,1981 **The Mining Directory - Mines and Mining Equipment Companies Worldwide** ,2000 **PASCAL.** ,1992 Slovene economic review ,1998 D&B Reference Book of Corporate Managements ,1998 **Consultants and Consulting Organizations Directory** Janice W. McLean,1989 Indexes are arranged by geographic area activities personal name and consulting firm name **Knowledge Organization** ,1996 **Forthcoming Books** Rose Army,2003 *International Classification* ,1995

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