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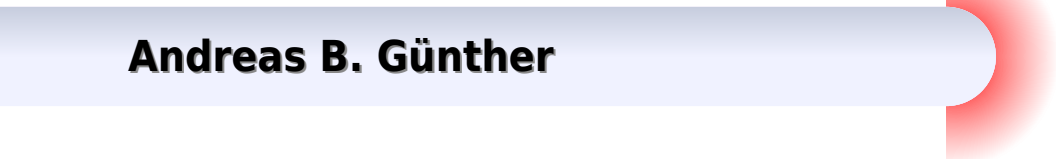
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New Venture Management The Entrepreneurs Roadmap

Andreas B. Günther



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Over the past years knowledge intensive industries have gained significant importance as economic factor giving rise to professional service firms PSFs such as law firms accounting firms or consultancies Following this development the research interest especially in the strategies pursued by PSFs has grown substantially However past research focused mainly on strategies of established mature PSFs leaving academics as well as potential entrepreneurs without guidance on what newly founded entrepreneurial PSFs should pay attention to in order to ensure lasting competitive advantages Based on an explorative grounded theory analysis of two outstanding commercial law firm spin offs in Germany this work advances the research in this field In addition to a detailed case study report it offers a comprehensive theoretical framework and argues that PSFs have to employ a set of seven specific entrepreneurial strategies including for example servicedelivery people development and client acquisition strategies in order to successfully manage the entrepreneurial phase In providing examples for the growing PSF industry the findings on commercial law firm spin offs also inform entrepreneurship research in other professions **Entrepreneurship Development** Dr. Jyoti Agarwal, Dr. Josyabhatla Santhosh Kumar, Dr. Somasekharan T. M., Dr. Rana Shahwal, Mr. Amit Srivastava, 2025-07-01

Preface Have you ever dreamt of turning your ideas into reality Do you crave the challenge and satisfaction of building something from the ground up If so then the entrepreneurial spirit burns brightly within you This book is your guide to nurturing that flame and transforming it into a force for success Whether you re a seasoned professional with a game changing concept or a student brimming with creative energy the path to entrepreneurship can feel daunting But fear not This book is designed to be your companion on that journey We ll delve into the core principles of entrepreneur development equipping you with the knowledge and tools you need to navigate every stage of the process From identifying a viable business opportunity to crafting a watertight plan from securing funding to building a winning team this book will be your roadmap to success We ll explore real world case studies

offering valuable insights from those who have walked the path before you Practical exercises and thought provoking questions will help you develop your entrepreneurial mindset and refine your vision This book is more than just a collection of theories and strategies It s a call to action a catalyst that will ignite your passion and propel you forward We believe that entrepreneurship is not a privilege reserved for the chosen few it s a skill that can be learned honed and mastered

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