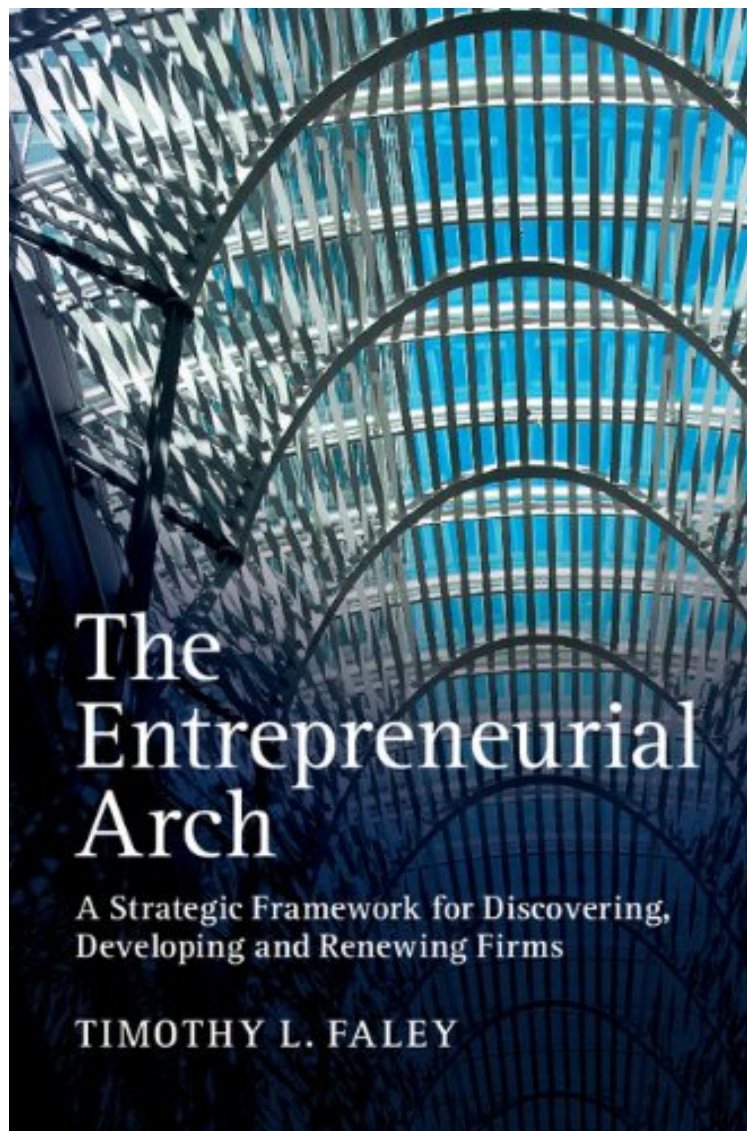


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The Entrepreneurial Arch: A Strategic Framework for Discovering, Developing and Renewing Firms

Timothy L. Faley

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0 of 0 people found the following review helpful. A Critical Book to Read for Those Seeking Growth Through Innovation By Thomas F. Faley In full disclosure, Tim is my brother, but he wouldn't get my recommendation if I didn't

think there was value to be found by others. This is the second time I've read his book and found additional gems with this second read. Most likely, I will read it again in the months ahead. It is packed with so much information and advice that I found it hard to absorb it all on my first read. Not only is this a great book for start-up companies, it's a great road map for established companies attempting to find growth through innovation. Some of his key concepts will be part of our strategic planning in our 5-year planning.0 of 0 people found the following review helpful. Best business book I've read in years!By JasonIf you are an Entrepreneur you NEED to read this book! This has been one of the best business books I've read in quite a while. The ideas in the pages of this book are worth their weight in gold.0 of 0 people found the following review helpful. GoodBy Truth TellerGood book. The professor for this book was the best too.

As the number of universities offering entrepreneurial programs continues to increase, there is a growing need for a suitable framework for the teaching of entrepreneurship beyond the operational side of the business and the preparation of a business plan. This book offers a fresh approach to entrepreneurship by teaching readers how to discover and create a new firm, or grow an existing one, starting from a firm or team's capabilities. The core methodology is based on the 'entrepreneurial arch' which provides a more holistic view of entrepreneurship by dividing the business development process into six distinct segments. An important feature of this model is the inclusion of learning units focusing on opportunity identification, business design and risk reduction before the business planning stage is attempted. Illustrated with various real-world examples, this structured and concise book will appeal to students, as well as to practitioners looking to develop their entrepreneurial skills.

"The Entrepreneurial Arch offers a complete view of the entrepreneurial process by providing six distinct stages from pre-startup through the growth stage. Every aspiring or current entrepreneur should read this very practical and insightful book. The use of real world examples makes the book practical and interesting to read. I recommend this book to everyone thinking about starting and growing a company." Len Middleton, Adjunct Professor, Ross School of Business, University of Michigan; Executive Director, Michigan Institute for Medical Innovation"How will the world create the jobs needed to power economic growth - this may be our most pressing global problem. Timothy Faley answers the question in a brilliant and inspirational tour de force - entrepreneurship! As America's leading professor on the subject he is eminently qualified to do so. His new book The Entrepreneurial Arch is destined to become a classic on how to identify business opportunities, launch them and execute successfully. A must-read for every aspiring entrepreneur and start up." Kiril Sokoloff, founder and President of 13D Research Inc."In times of economic stagnation in the Western world, more and more universities are embracing the 'third mission'. Besides research and teaching, they also foster growth and development. Educating and supporting the next generation of entrepreneurial people then becomes a strategic goal. This book, anchored in the author's decades of real-life experience at one of the leading universities, is an excellent guide for aspiring entrepreneurs who want to make the leap from a brilliant idea to a sound business venture." Daria Gobiowska-Tataj, Executive Member of the Governing Board, European Institute of Innovation and Technology"This book provides a comprehensive review of the complexities of business-building for aspiring entrepreneurs, while also serving as a refresher for even the most seasoned business executive responsible for driving growth or renewal within new or established companies." Dennis McGrew, Board of Directors of DEINOVE and former New Business Development Director for the Dow Chemical Company"... a unique, detailed method for identifying and evaluating new business ventures ... appropriate for anyone who wants to start a new venture ... helpful for researchers and professors of business." D. W. Huffmire, ChoiceAbout the AuthorTimothy L. Faley is Kiril Sokoloff Distinguished Professor of Entrepreneurship and Special Assistant to the President for Entrepreneurial Initiatives at the University of the Virgin Islands. Dr Faley was an architect and builder of the entrepreneurship program at the University of Michigan, which he helped transform from an unranked program to the number one graduate entrepreneurship program in the nation (Princeton /Entrepreneur Magazine, 2013).