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The Entrepreneur's Guide to Managing Growth and Handling Crises

Theo J. van Dijk

Guide To Managing Growth

Rupert Merson



Guide To Managing Growth :

The Economist Guide to Managing Growth Rupert Merson, 2011-08-18 Successful and ambitious organisations recognise the growth imperative but are often insufficiently aware of what might threaten continued success Growth means change What worked last year won't necessarily work next year an organisation that wants to manage growth successfully will need to change things that aren't yet broken Growth and the change it brings affects every aspect of the business people management marketing customer and client management financial management organisational design performance management and measurement Growth gives rise to problems for businesses of all size A young business run by its entrepreneurial founders is quite likely not to pay enough attention to the robustness of an organisation's structure and systems Different divisions in a big business will evolve at different speeds and be at different stages of their evolution each with their own particular issues to address plus the need to be satisfactorily reconciled with each other This guide explores the different aspects of growth and outlines strategies and tactics that will enable businesses to address the issues they face and move forward to a bigger and even more successful future

Guide to Managing Growth Rupert Merson, 2011-09-13

The how to guide to tackling business growth problems head on Effectively responding to the demands of a growing company regardless of size is one of the great challenges facing businesses in this increasingly competitive climate Successful growth requires careful attention to the robustness of organizational structure and systems as well as reconciling the different speeds at which different division within a company may develop Guide to Managing Growth is one of the first and only books to explicitly address these challenges and help prepare business leaders to grow their business in productive successful ways Written by Rupert Merson of the London Business School Business growth needs intelligent and sensitive management Applicable to all types of business young or more mature small or substantial Examines the change growth brings to every aspect of the business people management marketing customer and client management financial management organizational design and performance management and measurement Jargon free and to the point Guide to Managing Growth explores the different aspects of growth and outlines strategies and tactics that will enable businesses to address the issues they face and move forward to a bigger and even more successful future

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aspect of the business people management marketing customer and client management financial management organizational design and performance management and measurement Jargon free and to the point Guide to Managing Growth explores the different aspects of growth and outlines strategies and tactics that will enable businesses to address the issues they face and move forward to a bigger and even more successful future *The Entrepreneur's Guide to Managing Growth and Handling Crises* Theo J. van Dijk, 2007-12-30 Everyone knows the typical entrepreneurial success story A couple of entrepreneurs have a great idea work their tails off to establish the business and before long they're set for life Right Hardly Turnaround artist Theo van Dijk knows two things First young businesses that have survived the start up years will face periods of stagnation Second every venture at some point reaches a complacent plateau owners take their eyes off the ball and wham a crisis charges through the door Entrepreneurs can avoid that fate by watching for signs of trouble and taking the action steps van Dijk outlines And it's worth the effort because troubles and crises all have a silver lining they position the company for greater long term growth Entrepreneurs predictably become overconfident just when they think they have it made A crisis of leadership and or direction then occurs and it usually has to do with mismanaged growth Suddenly the company can't fill orders or customers complain about service and delivery Or family bickering slows momentum just when the company is poised to take off Theo van Dijk has seen it all and he knows what the real problem is During the start up years everyone is focused on creating a product and building a list of customers Informality and flexibility are the rule But at some point what used to work no longer does Survival is once again at stake and the odds are once again very much against the survivors of the early entrepreneurial phase It's right at this point van Dijk argues that the structure of the organization needs to become more formal and built to last He shows many ways companies in crisis can overcome challenges by changing the way they handle customers putting new processes and procedures in place and managing employees in a more professional manner This work is painful but it's necessary if the company is to survive trouble and set a course for long term growth The McGraw-Hill Guide to Managing Growth in Your Emerging Business Stephen C. Harper, 1995 The author of *The McGraw Hill Guide to Starting Your Own Business* shows readers how to successfully negotiate difficult growth phases for all new businesses Reader friendly chapters address vital growth related issues such as management strategic vision business plan customer service training and more **A Small Entity's Guide to Managing Growth** Steven E. Haynes, 1995 **A Practical Guide to Managing Growth**, 1995 *Study Guide to Virtual Team Management* Cybellium, Welcome to the forefront of knowledge with Cybellium your trusted partner in mastering the cutting edge fields of IT Artificial Intelligence Cyber Security Business Economics and Science Designed for professionals students and enthusiasts alike our comprehensive books empower you to stay ahead in a rapidly evolving digital world Expert Insights Our books provide deep actionable insights that bridge the gap between theory and practical application Up to Date Content Stay current with the latest advancements trends and best practices in IT AI Cybersecurity Business Economics and Science Each guide is

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regulatory change M A will continue to shape our industries For most companies therefore the consideration of M A in strategy is now fundamental from the Introduction to Part I The Art of M A Strategy is exactly what you need to build mergers acquisitions and divestitures into your overall business strategy to make M A a competitive advantage and avoid landing on the long list of M A failures Experts in the field of M A Smith and Lajoux demystify this otherwise complex subject by taking you through the types of M A strategy and the key steps to successful M A strategy development and implementation The Art of M A Strategy is conveniently organized into three sections Part I presents a range of possible corporate strategy situations and provides the role and rationale for M A in each such as building and managing a portfolio participating in industry consolidation spurring corporate growth and using acquisitions to create real options Part II outlines how to determine the role of M A in your strategy taking into consideration industry context competitive imperatives and strategy options and explains how to find and screen partners decide whether to buy or sell and engage the board of directors in M A decisions Part III covers M A as a sustained corporate program particularly in the context of international growth outlining the most strategic aspects of post merger integration describing how to use advisors throughout the process and examining core competencies required for successful M A programs The authors illuminate the purpose and process of applying M A with real world success stories involving Cisco GE Google and many other companies that have leveraged M A for strategic success Use The Art of M A Strategy to create a powerful strategy position for success in today s changing business environment and to seize and hold competitive advantage

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