

Stephen L. P. Sanderson

Preparing a Successful Business Plan Rodger Touchie, 1989 **How to Prepare a Business Plan** Edward Blackwell, 2004 Praise and Reviews Ideal for entrepreneurs and decision makers in SMEs Highly recommended George Cox Director General Institute of DirectorsThe first step in starting up a business is to draw up a detailed plan Most providers of finance for start ups or expansion insist on seeing a business plan before they will even consider the necessary funding It is also necessary for any entrepreneur to clarify their aims and objectives and a plan is a good way of achieving this A business plan is essential it provides a blueprint for the future of a company and a benchmark against which to measure growth This fully updated edition of the best selling How to Prepare a Business Plan explains the whole process in everyday terms covering writing the plan producing cash flow forecasts planning the borrowing expanding the business The author introduces several small businesses as case studies analysing their business plans monitoring their progress and discussing their problems Whether you are looking to start up or expand this practical advice will help you to prepare a plan that is tailored to the requirements of your business one that will get you the financial backing needed Enterprise Handbook Colin Barrow, Robert Brown, Liz Clarke, 2004 About this book Introduction 1 Pt 1 Where are we now 7 1 Your mission 15 2 Opportunities and threats 23 3 Strengths and weaknesses 38 4 The financial position 57 5 How to diagnose your organisation 97 6 Assessing people structure and systems 114 Pt 2 Where are we going 143 7 Marketing options 147 8 Marketing strategy focus and priorities 152 9 Choosing between alternatives 162 10 Financing growth 178 11 Acquisitions mergers joint ventures and divestments 219 12 Visionary leadership 238 Pt 3 How will we get there 253 13 The marketing plan 257 14 The people plan 270 15 Managing change 285 16 The financial plan 302 17 Writing and presenting your business plan 322 18 Exit routes 337 References 352 Index 354 Index of advertisers 356 The Complete Guide to Selling Your Business Paul Sperry, Beatrice Mitchell, 2005 In this comprehensive guide two specialists take the reader step by step through the entire process from how to determine when the time is right to sell to negotiating the final terms

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