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The good news is—once you've absorbed this book—you won't be one of the mistake

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makers. This book is going to give you a framework for attracting acquisition interest, and if you choose to pursue being acquired, it's going to show you how to optimize and close the deal. ...more.

Magic Box Paradigm: A framework for startup acquisitions ...

A colleague recently recommended Ezra Roizen's new book 'Magic Box Paradigm - A framework for startup acquisitions.' It's a quick read and really worth it. I've spent most my career helping inventors, technology companies, and investors figure out how to

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packaging is applicable).
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store, unless the item is
handmade or was packaged by
the manufacturer in non-

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retail packaging, such as an
unprinted box or ...

What if I told you that the last thing you want from a potential acquirer is a term sheet? Or that the casualty of a bidding war is most likely going to be you? Or the presentation you use when you meet with investors is almost the opposite of the one you should use with strategic partners? Or that acquirers' efforts to reduce their risk when making an acquisition can often increase the likelihood of their failure? Startup acquisitions are

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counterintuitive. Many of the moves your intuition would lead you to make are wrong. These bad moves can hurt, or kill, a deal. The good news is—once you've absorbed this book—you won't be one of the mistake makers. This book is going to give you a framework for attracting acquisition interest, and if you choose to pursue being acquired, it's going to show you how to optimize and close the deal.

This book is a user manual for understanding and deployment of open source software licensing in business. Written for

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lawyers and businesspeople alike, it explains and analyzes open source licensing issues, and gives practical suggestions on how to deal with open source licensing in a business context. Including useful forms, information, and both technical and licensing background, this book will help you avoid legal pitfalls and educate your organization about the risks of open source.

A Practical Framework for Positive Social Change In 1987, Anne Firth Murray had the idea that funding should go to grassroots women's organizations around the

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globe and that the recipients themselves should decide how to use that money. From that idea, The Global Fund for Women was born. The organization became a major force for good in the world, embodying a new paradigm of philanthropy. In these pages, Murray shares her wisdom, offering guidelines that demonstrate how anyone can turn a clear vision of a better world into reality.

New York Times bestselling author Donald Miller uses the seven universal elements of powerful stories to teach readers how to dramatically improve how they connect

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with customers and grow their businesses. Donald Miller's StoryBrand process is a proven solution to the struggle business leaders face when talking about their businesses. This revolutionary method for connecting with customers provides readers with the ultimate competitive advantage, revealing the secret for helping their customers understand the compelling benefits of using their products, ideas, or services. Building a StoryBrand does this by teaching readers the seven universal story points all humans respond to; the real reason customers make

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purchases; how to simplify a brand message so people understand it; and how to create the most effective messaging for websites, brochures, and social media. Whether you are the marketing director of a multibillion dollar company, the owner of a small business, a politician running for office, or the lead singer of a rock band, Building a StoryBrand will forever transform the way you talk about who you are, what you do, and the unique value you bring to your customers.

Forecast geopolitics and markets with this clear and

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insightful resource
Geopolitical Alpha - An Investment Framework for Predicting the Future provides readers with an original and compelling approach to forecasting the future and beating the markets while doing so. Persuasively written by author, investment strategist, and geopolitical analyst Marko Papic, the book applies a novel framework for making sense of the cacophony of geopolitical risks with the eye towards generating investment-relevant insights. Geopolitical Alpha posits that investors should ignore the media-hyped

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narratives, insights from "smoke-filled rooms," and most of their political consultants and, instead, focus exclusively on the measurable, material constraints facing policymakers. In the tug-of-war between policymaker preferences and their constraints, the latter always win out in the end. Papic uses a wealth of examples from the past decade to illustrate how one can use his constraint-framework to generate Geopolitical Alpha. In the process, the book discusses: What paradigm shifts will drive investment returns over the next decade Why

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Investment and corporate professionals can no longer treat geopolitics as an exogenous risk. How to ignore the media and focus on what drives market narratives that generate returns. Perfect for investors, C-suite executives, and investment professionals, Geopolitical Alpha belongs on the shelf of anyone interested in the intersection of geopolitics, economics, and finance.

Real knowledge and wisdom have been suppressed and concealed for far too long. Now is the time for the realization of human evolutionary potential. The

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truth has been with us all along. The false gods bred of control and unjustified oppression will fall as a real wisdom matrix spreads across the face of this rapidly transforming Earth. Mental slavery is real. In the tradition of the Haitian revolution of 1791 the Jaguar Temple information matrix is sparking a mental evolutionary revolution. . . .
. Wake up.

How to Innovate and Execute
Leaders already know that innovation calls for a different set of activities, skills, methods, metrics, mind-sets, and leadership approaches. And it is well

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understood that creating a new business and optimizing an already existing one are two fundamentally different management challenges. The real problem for leaders is doing both, simultaneously. How do you meet the performance requirements of the existing business—one that is still thriving—while dramatically reinventing it? How do you envision a change in your current business model before a crisis forces you to abandon it?

Innovation guru Vijay Govindarajan expands the leader's innovation tool kit with a simple and proven method for allocating the organization's energy, time,

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and resources—in balanced measure—across what he calls “the three boxes”:

- Box 1: The present—Manage the core business at peak profitability
- Box 2: The past—Abandon ideas, practices, and attitudes that could inhibit innovation
- Box 3: The future—Convert breakthrough ideas into new products and businesses

The three-box framework makes leading innovation easier because it gives leaders a simple vocabulary and set of tools for managing and measuring these different sets of behaviors and activities across all levels of the organization. Supported with

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rich company examples—GE, Mahindra & Mahindra, Hasbro, IBM, United Rentals, and Tata Consultancy Services—and testimonies of leaders who have successfully used this framework, this book solves once and for all the practical dilemma of how to align an organization on the critical but competing demands of innovation.

Johan Harmenberg had left his native Sweden because he had "given up" on serious competitive fencing. But when he came to MIT, he met an innovative coach - the late Eric Sollee. Scribbling on a napkin in a Cambridge

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bar, Eric, Johan, and the other MIT fencers sketched the "Three Conjectures" of a new fencing paradigm" - a way to force a more skillful opponent to play your game. On his return to Sweden, Johan developed it into an art and a science, then put it into effect with a vengeance. Despite being snubbed by the Swedish authorities because of his unorthodox style, he won the World Championship in 1977 and the Olympic Gold Medal in 1980. In this groundbreaking book, Johan reveals his methods, showing how to can neutralize the superior technique of even the best classical fencers.

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Plus Olympic Silver Medalist
Bjorne Vaggoe adds his
personal application of the
new paradigm and Geoff
Pingree tells how it was
applied with stunning
success at MIT.

Sid, Axl, and Ivan volunteer
to make a late-night fast-
food run for the high school
theater crew, and when they
return, they find
themselves. Not in a deep,
metaphoric sense: They find
copies of themselves
onstage. As they look
closer, they begin to
realize that the world
around them isn't quite
right. Turns out, when they
went to the taco place

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across town, they actually crossed into an alien dimension that's eerily similar to their world. The aliens have made sinister copies of cars, buildings, and people—and they all want to get Sid, Axl, and Ivan. Now the group will have to use their wits, their truck, and even their windshield scraper to escape! But they may be too late. They may now be copies themselves . . .

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Traction. Startups Need It. Learn How To Get It. Vision, groundbreaking ideas, total commitment, and boundless enthusiasm characterize most startups, but they require

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capital to go from promising product to scalable business. More than 80 percent of all early-stage startups fail. Most of them can build a product, but the vast majority stumble when it comes time to take those products to market due to poor “market engineering” skills. Traversing the Traction Gap exposes the reasons behind that scary failure rate and provides a prescriptive how-to guide, focused specifically on market engineering techniques, so startups can succeed. The go-to-market hurdle is insurmountable to many startups. Just when they most need to establish

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a foothold in the market, they run short on time and money. This is the Traction Gap, that period of time introducing a new product into the marketplace and being able to scale it during a rapidly closing window of opportunity. Traversing the Traction Gap is a practical guidebook for navigating the tumultuous early life of a startup. Based on real-life examples, the advice from Cleveland and the members of the Wildcat Venture Partners team provides a roadmap and metrics for succeeding where others have failed.

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