# PENNY TO A MILLION: JUNIOR ENTREPRENEUR GUIDE

Izak Matla

# Penny To A Million Junior Entrepreneur Guide

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#### Penny To A Million Junior Entrepreneur Guide:

**Penny to a Million** Izak Matla, 2014-11-20 Entrepreneurship is the process of starting a business or other organization The entrepreneur develops a business model acquires the human and other required resources and is fully responsible for its success or failure Entrepreneurship operates within an entrepreneurship ecosystem Contents Preface 8 1 What Are Interpersonal Skills and Why Are They Important to Entrepreneurs 10 1 1 What are Interpersonal Skills 10 1 2 Soft Skills A Topic of Study and Consideration Throughout History 10 1 3 How Does Developing Your Interpersonal Skills Make You a Better Entrepreneur 11 1 4 Key Points From Chapter 1 12 1 5 Quiz Reviewing Concepts From Chapter 1 13 1 6 Answers to Ouiz for Chapter 1 15 2 Communication Skills That Set Business Leaders Apart 17 2 1 Why Are Communication Skills Important for a Business Owner 17 2 2 Active Listening and How It Can Boost Your Sales 19 2 3 Common Barriers to Communication 26 2 4 Body Language What People Are REALLY Saying 28 2 5 How to Communicate Effectively through Multi Media Outlets 33 2 6 Key Points from Chapter 2 38 2 7 Quiz Reviewing Concepts From Chapter 2 38 2 8 Answers to Quiz from Chapter 2 40 3 Public Speaking Tips for Business Leaders 42 3 1 Be Prepared 42 3 2 Stay Positive 43 3 3 Tell Em a Story 44 3 4 Don t be Self Conscious 45 3 5 Seek Professional Help 45 3 6 Key Points from Chapter 3 45 3 7 Quiz Reviewing Concepts From Chapter 3 46 3 8 Answers to Quiz from Chapter 3 47 4 Winning Persuasion and Negotiating Skills 49 4 1 Winning Persuasion Tactics for Business Management 49 4 2 Build Stronger Relationships as You Negotiate 52 4 3 Key Points from Chapter 4 55 4 4 Quiz Reviewing Concepts From Chapter 4 56 4 5 Answers to Quiz from Chapter 4 57 5 The Assertive Entrepreneur How to Be Heard in Business 59 5 1 Assertion vs Aggression 59 5 2 Timing 59 5 3 Word Choice 61 5 4 Assertive Body Language 61 5 5 Clarity 62 5 6 Key Points from Chapter 5 62 5 7 Ouiz Reviewing Concepts From Chapter 5 63 5 8 Answers to Quiz from Chapter 5 65 6 Resolving Conflict 66 6 1 Conflict Resolution in The Workplace 66 6 2 Learn and Practice Assertive Communication Skills 66 6 3 Establish Healthy Boundaries 67 6 4 Seek First to Understand 67 6 5 Key Points from Chapter 6 68 6 6 Quiz Reviewing Concepts From Chapter 6 68 6 7 Answers to Quiz from Chapter 6 70 Executive Education 170x115 B2 indd 1 18 08 11 15 13 7 Be a Source of Inspiration 72 7 1 Integrity 73 7 2 Empathy in the Workplace 73 7 3 Validate Emotions 73 7 4 Be Part of the Solution 74 7 5 Key Points from Chapter 7 74 7 6 Quiz Reviewing Concepts From Chapter 7 74 7 7 Answers to Quiz from Chapter 7 76 Resources 78 The Guide to Retail Business Planning Warren G. Purdy, 1997 Developed exclusively for the owners and managers of retail businesses Forthcoming Books Rose Entrepreneur? Magazine Encyclopedia of Entrepreneurs Anthony Hallett, Diane Hallett, 1997-10-24 A Arny, 1998 tree expert who made sales calls by strolling through unfamiliar towns and striking up conversations with strangers on the street a manufacturer of outdoor goods who insisted that his company s label be sewn into all clothing he made for the U S Army a pair of inventors whose new electrical insulation material turned out to be a terrific waterproof laminate for all sorts of household and commercial surfaces These are just a few of the 500 plus empire builders you ll meet in the Encyclopedia of

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