

The Social Entrepreneurs Playbook Expanded Edition

The Social Entrepreneur's Playbook, Expanded Edition
The Social Entrepreneur's Playbook
Changemaking Network
Effects
Quadrillion Dollar Dreams: The Entrepreneurship Bible
Issues in Entrepreneurship & Small Business Management
Social Entrepreneurship for the 21st Century: Innovation Across the Nonprofit, Private, and Public Sectors
Social Startup Success
The Tactics of Hope: Succeeding at Social Enterprise
Social Entrepreneurship
The Rise of the Social Entrepreneur
The Entrepreneur's Playbook: Building and Scaling a Startup
The Entrepreneur's Social Media Playbook
Social Entrepreneurship
How to be a Social Entrepreneur
Getting Beyond Better
Becoming a Social Entrepreneur
Social Entrepreneurship and Social Business
Enterprising Nonprofits
Ian C. MacMillan
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Manuel London Robert Ashton Roger L. Martin Michael Gordon Christine K.
Volkman J. Gregory Dees*

available for the first time the complete social entrepreneur s playbook covers all three phases of the start up to scale up process developed with reader feedback from one of the more unusual ebook experiments of the year thinreads wharton professor ian c macmillan and dr james thompson director of the wharton social entrepreneurship program provide a tough love approach that significantly increases the likelihood of a successful social enterprise launch in the face of the high uncertainty conditions typically encountered by social entrepreneurs macmillan and thompson used their own systematic framework to publish the social entrepreneur s playbook to test the market they offered the first phase in their start up method step 1 as a free ebook readers were invited to join the social entrepreneur s advisory group and nearly 300 aspiring and active social entrepreneurs shared feedback that helped shape the complete edition of the book which covers all three steps in the start up to scale up process based on this crowd sourced feedback from readers of the free ebook and drawing on the authors more than 26 years combined experience developing and studying social enterprises in the field across africa and in the united states this new edition provides guidance for each phase phase one pressure test your start up idea based on the free ebook this expanded section now includes advice on setting revenue and social impact goals how to navigate the sociopolitical landscape and how to develop a strong concept statement in addition macmillan and thompson provide advice on how to identify and test a proposed revenue generating solution and define and segment your target population phase two plan your social enterprise all new to this edition this critical phase shows you how to frame and scope the venture determine what it will take to actually deliver a sustainable enterprise identify the key assumptions that have been made and design checkpoints to test those assumptions before making major investments phase three launch and scale your social enterprise available for the first time in this edition you will learn how to effectively launch your enterprise manage upside potential and downside risk and strategically scale up filled with accessible frameworks and tools as well as inspiring stories of social entrepreneurs the social entrepreneur s playbook is a must read for any aspiring or active social entrepreneur as well as philanthropists

foundations and nonprofits interested in doing more good with fewer resources includes access to downloadable planning documents including user friendly spreadsheets

available for the first time the complete social entrepreneur s playbook covers all three phases of the start up to scale up process developed with reader feedback from one of the more unusual ebook experiments of the year thinreads wharton professor ian c macmillan and dr james thompson director of the wharton social entrepreneurship program provide a tough love approach that significantly increases the likelihood of a successful social enterprise launch in the face of the high uncertainty conditions typically encountered by social entrepreneurs macmillan and thompson used their own systematic framework to publish the social entrepreneur s playbook to test the market they offered the first phase in their start up method step 1 as a free ebook readers were invited to join the social entrepreneur s advisory group and nearly 300 aspiring and active social entrepreneurs shared feedback that helped shape the complete edition of the book which covers all three steps in the start up to scale up process based on this crowd sourced feedback from readers of the free ebook and drawing on the authors more than 26 years combined experience developing and studying social enterprises in the field across africa and in the united states this new edition provides guidance for each phase phase one pressure test your start up idea based on the free ebook this expanded section now includes advice on setting revenue and social impact goals how to navigate the sociopolitical landscape and how to develop a strong concept statement in addition macmillan and thompson provide advice on how to identify and test a proposed revenue generating solution and define and segment your target population phase two plan your social enterprise all new to this edition this critical phase shows you how to frame and scope the venture determine what it will take to actually deliver a sustainable enterprise identify the key assumptions that have been made and design

wharton professor ian c macmillan and dr james d thompson director of the wharton social enterprise program provide aspiring social entrepreneurs with critical frameworks and tools to start their ventures with minimum risk and maximum potential for impact filled with inspiring stories the social entrepreneur s playbook is a must read for entrepreneurs philanthropists foundations and nonprofits interested in doing more with less

sushmita ghosh presents five core principles and accompanying strategies for leveraging network effects in social entrepreneurship drawn from interviews with the founding entrepreneurs of 20 global changemaking networks

this book is dedicated to all the dreamers and doers who have dared to imagine a world transformed by innovation who have had the courage to pursue their entrepreneurial visions and who tirelessly work to make those dreams a reality to the aspiring entrepreneurs who are just beginning their journey may these pages provide you with guidance inspiration and the knowledge you need to embark on your own entrepreneurial path to phoebe adele gates the apple of my eyes and a great source of inspiration to my endeavors to my friends and colleagues whose enthusiasm and encouragement have been a source of motivation throughout this endeavor to the countless entrepreneurs mentors educators and organizations who tirelessly champion the spirit of entrepreneurship and its potential to drive positive change in our world

how different is the sharing economy from the traditional economy what can entrepreneurs learn from failure can start ups change the world sage business researcher s issues in entrepreneurship offers an in depth and nuanced look at a wide range of today s latest issues and controversies in entrepreneurship this new collection of timely readings delves into current topics such as learning from failure social entrepreneurship flat management crowdfunding and more written with the rigor and immediacy of the best explanatory journalism each issue provides deep balanced and authoritative coverage on the selected topic and key research pointing students to reliable resources for further inquiry these articles are perfect for outside reading assignments or in class debates for any introductory entrepreneurship course

are you ready for the social entrepreneurship revolution in her book social entrepreneurship for the 21st century georgia levenson keohane provides a great insight into the emergence of social business and entrepreneurship her work provides a clear sighted analysis of the many different dynamics at play as we test new models and solutions for global economic change muhammad yunus 2006 nobel peace laureate author of banker to the poor entrepreneurship and venture thinking don t reside only in silicon valley they can be found in the nonprofit sector and they are changing the social fabric of nations and cultures around the world just how the

nonprofit sector has evolved into a powerful agent of social change is the story expertly told by georgia levenson keohane in *social entrepreneurship for the 21st century* this is a hugely important book for those who want to understand the nonprofit world and its evolving role eliot spitzer former governor of new york and host of current tv's viewpoint a timely comprehensive and well written perspective on one of the most powerful positive forces for social change in our world today keohane's book not only synthesizes her state of the art knowledge of the field but brings new insight into impact investing the growing role of the social capital markets the essentiality of valid performance measures and the blurring of the lines between the social public and private sectors william f meehan iii raccoon partners lecturer in management stanford graduate school of business and director emeritus mckinsey and company there's been much talk of a social entrepreneurship movement over the past decade but what is it how new is it how has it influenced nonprofits as well as the private and public sectors what are its virtues and its limitations what risks are there in its embrace georgia levenson keohane has provided the most comprehensive deeply researched critical examination of social entrepreneurship to date phil buchanan president of the center for effective philanthropy modern social entrepreneurship is transforming the way we invest our money and change the world within 10 years investors will channel hundreds of billions of dollars to achieve positive social and environmental impact in housing health education energy and financial services across the globe while there are extraordinary financial and social gains to be made many unanswered questions remain what's the best way to harness markets to promote social change and what kinds of investments can we make across the nonprofit private and public sectors to achieve a more shared prosperity this book demystifies the complex world of social entrepreneurship providing all the information you need to understand social investment and innovation whether you're a private investor policymaker nonprofit manager or passionate and engaged donor in clear and straightforward language former mckinsey executive georgia levenson keohane charts the development of what the new york times calls the emerging hybrid of philanthropy and private equity in social entrepreneurship for the 21st century a must read for anyone interested in innovative solutions to social problems keohane shows how social entrepreneurship has radically transformed the nonprofit private and public sectors explores the promise of impact investing what it really is and how it works illuminates the challenges of bringing billions of dollars in

private capital to bear on social problems identifies smart public policies that promote social innovation at the local and national levels recommends specific investment opportunities you can act on now with in depth coverage of cutting edge social programs and philanthropic initiatives social entrepreneurship for the 21st century provides the knowledge and tools you need to be a responsibly engaged investor and citizen in the coming decades

with business advice from an expert entrepreneur learn how to identify and leverage the key factors that will bring sustainability and success to your startup kathleen kelly janus a lecturer at the stanford university program on social entrepreneurship and the founder of the successful social enterprise spark set out to investigate what makes a startup succeed or fail she surveyed more than 200 high performing social entrepreneurs and interviewed dozens of founders social startup success shares her findings for the legions of entrepreneurs working for social good revealing how the best organizations get over the revenue hump how do social ventures scale to over 2 million janus s clear benchmark for a social enterprise s sustainability janus tapping into strong connections to the silicon valley world where many of these ventures are started or and or funded reveals insights from key figures such as donorschoose founder charles best charity water s scott harrison reshma saujani of girls who code and many others social startup success will be social entrepreneurship s essential playbook the first definitive guide to solving the problem of scale

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from the social enterprise alliance the organization dedicated to building a robust social enterprise field comes succeeding at social enterprise this practical guide is filled with the best practices tools guidance models and successful cases for leaders and future leaders of social ventures and enterprises a groundbreaking work it brings together the knowledge and experience of social enterprise pioneers in the field and some of today s most successful social entrepreneurs to show what it takes to implement and run an effective social venture or organization succeeding at social enterprise focuses on real life examples lessons learned and the core competencies that are needed to run a social venture in a nonprofit highlighting such skills as managing and leading business planning marketing and sales and accounting praise for succeeding at social enterprise this is a must read for anyone starting or growing

a social enterprise the lessons learned offer valuable practical and real insights from pioneers in the field the frameworks and tools presented can be implemented immediately to help drive success and expand your social impact kriss deiglmeier executive director center for social innovation stanford graduate school of business by successfully weaving together the best thinking and advice from a diverse set of our field s leading experts and practitioners succeeding at social enterprise will be the new must have handbook for social enterprise jed emerson blendedvalue org this is a timely book needed for a movement that s taking off the leading thinkers and top practitioners in this book make today s pressing issues clear to both the novice and the experienced social entrepreneur kevin jones founding principal good capital written by the nation s leading experts on starting building and leading a successful social venture this book is a profoundly important contribution to the growing body of literature on social entrepreneurship no other book brings to bear this kind of business experience practical advice and wisdom on the challenges of creating and sustaining a social enterprise david roll founder lex mundi pro bono foundation

in development circles there is now widespread consensus that social entrepreneurs represent a far better mechanism to respond to needs than we have ever had before a decentralized and emergent force that remains our best hope for solutions that can keep pace with our problems and create a more peaceful world david bornstein s previous book on social entrepreneurship how to change the world was hailed by nicholas kristof in the new york times as a bible in the field and published in more than twenty countries now bornstein shifts the focus from the profiles of successful social innovators in that book and teams with susan davis a founding board member of the grameen foundation to offer the first general overview of social entrepreneurship in a q a format allowing readers to go directly to the information they need the authors map out social entrepreneurship in its broadest terms as well as in its particulars bornstein and davis explain what social entrepreneurs are how their organizations function and what challenges they face the book will give readers an understanding of what differentiates social entrepreneurship from standard business ventures and how it differs from traditional grant based non profit work unlike the typical top down model based approach to solving problems employed by the world bank and other large institutions social entrepreneurs work through a process of iterative learning learning by doing working with communities to find

unique local solutions to unique local problems most importantly the book shows readers exactly how they can get involved anyone inspired by barack obama s call to service and who wants to learn more about the essential features and enormous promise of this new method of social change social entrepreneurship what everyone needs to know r is the ideal first place to look what everyone needs to know r is a registered trademark of oxford university press

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welcome to the world of social media success presenting a special report the entrepreneur s social media playbook written in a language that every entrepreneur will find comfortable it is your perfect companion guide for ruling the world of likes shares and retweets the digital terrain need not remain a formidable foe or a puzzle anymore instead it is now a playground where you can confidently strategize execute and lead this special report is a rich resource adeptly crafted to guide entrepreneurs in building a strong digital footprint pivoting towards success by effectively engaging audience and strategically building lasting and impactful online relationships understanding the vast social media landscape identifying and reaching out to your target audience selecting the suitable platform s for your brand creating engaging and insightful content building a vibrant and interactive community and much more this report leaves no stone unturned in demystifying the art of successful social media marketing authored by seasoned entrepreneur and social media expert nigel harold sharp the advice is practical tested and derived from real life experiences the

entrepreneur's social media playbook is more than just a guide it's a revolution waiting to happen in your business strategy get ready to influence engage and inspire through the undeniable magic of social media marketing

what motivates someone to become a social entrepreneur what are the competencies needed to be effective social advocates and agents for change this book answers these questions in an accessible and practical way providing comprehensive guidelines numerous examples and sources of information and training for anyone who wants to start a community based social advocacy and change initiative or for employees who want to start a corporate social responsibility initiative features include the following examples of individuals and organizations who have learned from successes and failures in social entrepreneurship self assessments to help readers evaluate their own talents and proclivity to be social entrepreneurs steps and strategies competency building activities and assessments to evaluate and facilitate initiatives resources available from foundations government agencies and other sources for the budding social entrepreneur

in a time when making money has got itself a bad name when public distaste for fat cats and conglomerate brands is at an all time high becoming a social entrepreneur looks increasingly attractive this book can show you how to go about becoming one

who drives transformation in society how do they do it in this compelling book strategy guru roger l martin and skoll foundation president and ceo sally rosenberg describe how social entrepreneurs target systems that exist in a stable but unjust equilibrium and transform them into entirely new superior and sustainable equilibria all of these leaders call them disrupters visionaries or changemakers develop build and scale their solutions in ways that bring about the truly revolutionary change that makes the world a fairer and better place the book begins with a probing and useful theory of social entrepreneurship moving through history to illuminate what it is how it works and the nature of its role in modern society the authors then set out a framework for understanding how successful social entrepreneurs actually go about producing transformative change there are four key stages understanding the world envisioning a new future building a model for change and scaling the solution with both depth and nuance martin and rosenberg offer rich examples and personal stories and share lessons and tools invaluable to anyone who aspires to drive positive

change whatever the context getting beyond better sets forth a bold new framework demonstrating how and why meaningful change actually happens in the world and providing concrete lessons and a practical model for businesses policymakers civil society organizations and individuals who seek to transform our world for good

what s it like to be a social entrepreneur not a textbook social entrepreneur but one on the ground this book offers an explanation michael gordon leading social entrepreneurship expert from the university of michigan spoke with more than one hundred social entrepreneurs from six continents young and old just starting out to several decades in addressing seemingly every societal problem of the day this book uses their words and experiences to provide a kaleidoscopic description of what it means to become a social entrepreneur it ranges from the personal and emotional challenges they often face to the grand impact many hope to produce it touches on the sublime but focuses on the everyday highlighting the mistakes that have been made the lessons learned and especially what advice they would give to those wanting to start a social venture this book presents the truth not the varnish and is ideal for use in the classroom with students studying social entrepreneurship and for all new and experienced social entrepreneurs seeking real life examples of how to overcome challenges for anyone else it offers a penetrating portrait of the lives of those committed to changing the world

this compilation offers students a comprehensive overview of the field of social entrepreneurship leading european researchers and lecturers such as ann kristin achleitner markus beckmann heather cameron pascal dey andreas heinecke benjamin huybrechts alex nicholls johanna mair susan müller and chris steyaert have contributed to this textbook

this title seeks to help nonprofits embrace the methods of social enterprise the adoption of entrepreneurial behaviours and techniques by nonprofit community oriented organisations

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