



Entrepreneurs

4^e édition

Construire son Business Plan

Les clés
pour un BP performant

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Georges Kalousis

DUNOD

Construire Son Business Plan E Eacutedition Entrepreneurs

**Claude Ananou, Louis Jacques
Filion, Christophe Schmitt**



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Réussir sa création d'entreprise sans business plan Claude Ananou, Louis Jacques Fillion, Christophe Schmitt, 2012

Avec un million d'entrepreneurs de plus en moins de trois ans la France a rattrapé une densité entrepreneuriale présente l'international. Pourtant les créateurs d'entreprise ont de grandes reticences se lancer tant le processus leur paraît complexe. D'ailleurs les plus grands succès viennent des entrepreneurs qui maîtrisent avec brio la conception d'opportunités et qui n'ont pas forcément écrit un business plan. Dans cet ouvrage un ensemble d'outils sont mis à disposition du créateur pour l'aider dans sa démarche et le conduire vers le succès. Les approches suggérées font appel autant ses capacités créatives qu'analytiques pour transformer la compréhension des besoins du marché en opportunités d'affaires. Dans cette perspective l'approche SynOpp suggère une démarche innovante pour soutenir la création d'opportunités du futur entrepreneur tandis que l'approche ID O offre des paramètres structurants pour l'aider à finir des scénarios pour passer l'action. L'ouvrage propose une vision globale des actions mener. Il agit comme un fil conducteur qui offre au créateur des repères pour ses prises de décision. Il favorise l'organisation cohérente de ses activités en fonction de l'avenir qu'il souhaite construire. Source 4e de couverture

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