

Shark Tank Proposal Template

Guy Kawasaki

Business and Professional Communication Curtis Newbold, Jessie Lynn Richards, 2025-01-07 Business and Professional Communication: A Human-Centered Approach, First Edition prepares students to succeed in today's workplace defined by changing technology, a diversifying workforce, and an increase in remote and hybrid work. Authors Curtis Newbold and Jessie Lynn Richards help students see that business communication is more than just a series of documents, meetings, and presentations - it's a human-centered process that requires a holistic understanding of communication across modes and contexts. With accessibility and inclusion leading the way, Business and Professional Communication encourages students to be more conscientious, purposeful, and ethical in the way they communicate at work and beyond.

The Economics of Therapy Daniel Thomas, Vicky Abad, 2017-04-21 When you think of arts therapy, you don't often associate the practice with profit; however, ethical economic models are essential in allowing clients the most access to arts therapy services. Art therapists don't generally have formal training in economics, which can be challenging when developing their professional services. This book offers the fundamentals of micro and macro economics that apply to creating a sustainable and ethical business model that supports the development of the arts therapies profession worldwide. Through economic theory and international case studies, the authors consider the business side of therapeutic arts service with recommendations for developing an ethical and sustainable practice. With key insights and informative examples, this book will serve as a guide for small business owners looking to develop their arts therapy practice.

[The Art of Startup Fundraising](#) Alejandro Cremades, 2016-04-11 Startup money is moving online, and this guide shows you how it works. The Art of Startup Fundraising takes a fresh look at raising money for startups, with a focus on the changing face of startup finance. New regulations are making the old go-to advice less relevant, as startup money is increasingly moving online. These new waters are all but uncharted—and founders need an accessible guide. This book helps you navigate the online world of startup fundraising with easy-to-follow explanations and expert perspective on the new digital world of finance. You'll find tips and tricks on raising money and investing in startups from early stage to growth stage, and develop a clear strategy based on the new realities surrounding today's startup landscape. The finance world is in a massive state of flux. Changes are occurring at an increasing pace in all sectors, but few more intensely than the startup sphere. When the paradigm changes, your processes must change with it. This book shows you how startup funding works,

with expert coaching toward the new rules on the field. Learn how the JOBS Act impacts the fundraising model Gain insight on startups from early stage to growth stage Find the money you need to get your venture going Craft your pitch and optimize the strategy Build momentum Identify the right investors Avoid the common mistakes Don't rely on the how we did it tales from superstar startups, as these stories are unique and applied to exceptional scenarios. The game has changed, and playing by the old rules only gets you left behind. Whether you're founding a startup or looking to invest, *The Art of Startup Fundraising* provides the up-to-the-minute guidance you need.

Rigor by Design, Not Chance Karin Hess, 2023-01-18 A practical and systematic approach to deepening student engagement, promoting a growth mindset, and building a classroom culture that truly supports thinking and learning. Every student deserves access to deep and rigorous learning. Still, some persistent myths about rigor can get in the way—such as the belief that it means more or harder work for everyone, rather than challenging and advancing students' thinking. So how can teachers get more clarity on rigor and foster more meaningful learning in their classrooms In *Rigor by Design, Not Chance*, veteran educator Karin Hess offers not only a clear vision of what makes learning deep and rigorous but also a systematic and equitable approach for engaging students of all ages in rich learning tasks. To that end, she outlines five essential teacher moves that foster thinking and learning: 1. Ask a series of probing questions of increasing complexity. 2. Build schemas in each content area. 3. Consider ways to strategically scaffold learning. 4. Design complex tasks that emphasize transfer and evidence-based solutions. 5. Engage students in metacognition and reflection throughout the learning process. From there, Hess details how to create an actionable assessment cycle that will drive learning forward in any classroom. This book offers a treasure trove of strategies, student look-for behaviors, and templates to guide teachers in their work as well as an array of rich performance-based assessments to engage and challenge students. School leaders and instructional coaches can also benefit from the variety of teacher-friendly supports to foster rigorous learning in their schools. Ultimately, *Rigor by Design, Not Chance* helps educators empower students to take greater ownership of their own learning.

Teaching History Creatively Hilary Cooper, 2016-11-10 The fully updated second edition of *Teaching History Creatively* introduces teachers to the wealth of available approaches to historical enquiry, ensuring creative, effective learning. This book clearly sets out the processes of historical enquiry, demonstrating how these are integrally linked with key criteria of creativity and helps readers to employ those features of creativity in the classroom. Underpinned by theory and research, it offers informed and practical support and is illustrated throughout with examples of children's work. Key themes addressed include: investigating sources using archives in your own research project becoming historical agents and history detectives drama for exploring events myths and legends communicating historical understanding creatively. With brand new chapters from the Stone Ages to the Iron Age, using prehistoric sources; The withdrawal of the Romans and the conquest and

settlement of Britain by the Anglo-Saxons, in addition to many new case studies, this exciting edition puts an emphasis on accessible, recent research, new evidence and interpretations and encourages the creative dynamism of the study of history. Teaching History Creatively provides vivid and rich examples of the creative use of sources, of approaches to understanding chronology and concepts of time and of strategies to create interpretations. It is an essential purchase for any teacher or educator who wishes to embed creative approaches to teaching history in their classroom.

The 3-Minute Rule Brant Pinvidic, 2019-10-29 Want to deliver a pitch or presentation that grabs your audience's ever-shrinking attention span? Ditch the colorful slides and catchy language. And follow one simple rule: Convey only what needs to be said, clearly and concisely, in three minutes or less. That's the 3-Minute Rule. Hollywood producer and pitch master Brant Pinvidic has sold more than three hundred TV shows and movies, run a TV network, and helmed one of the largest production companies in the world with smash hits like *The Biggest Loser* and *Bar Rescue*. In his nearly twenty years of experience, he's developed a simple, straightforward system that's helped hundreds—from Fortune 100 CEOs to PTA presidents—use top-level Hollywood storytelling techniques to simplify their messages and say less to get more. Pinvidic proves that anyone can deliver a great pitch, for any idea, in any situation, so your audience not only remembers your message but can pass it on to their friends and colleagues. You'll see how his methods work in a wide range of situations—from presenting investment opportunities in a biotech startup to pitching sponsorship deals for major sports stadiums, and more. Now it's your turn. The 3-Minute Rule will equip you with an easy, foolproof method to boil down any idea to its essential elements and structure it for maximum impact. Simplify. Say less. Get More.

SPIN® -Selling Neil Rackham, 2020-04-28 True or false? In selling high-value products or services: 'closing' increases your chance of success; it is essential to describe the benefits of your product or service to the customer; objection handling is an important skill; open questions are more effective than closed questions. All false, says this provocative book. Neil Rackham and his team studied more than 35,000 sales calls made by 10,000 sales people in 23 countries over 12 years. Their findings revealed that many of the methods developed for selling low-value goods just don't work for major sales. Rackham went on to introduce his SPIN-Selling method. SPIN describes the whole selling process: Situation questions Problem questions Implication questions Need-payoff questions SPIN-Selling provides you with a set of simple and practical techniques which have been tried in many of today's leading companies with dramatic improvements to their sales performance.

Flip the Script Oren Klaff, 2019-08-13 THE BESTSELLING AUTHOR OF PITCH ANYTHING IS BACK TO FLIP YOUR ENTIRE APPROACH TO PERSUASION. Is there anything worse than a high-pressure salesperson pushing you to say yes (then sign on the dotted line) before you're ready? If there's one lesson Oren Klaff has learned over decades of pitching, presenting, and closing long-shot, high-stakes deals, it's that people are sick of being marketed and sold to. Most of all, they

hate being told what to think. The more you push them, the more they resist. What people love, however, is coming up with a great idea on their own, even if it's the idea you were guiding them to have all along. Often, the only way to get someone to sign is to make them feel like they're smarter than you. That's why Oren is throwing out the old playbook on persuasion. Instead, he'll show you a new approach that works on this simple insight: Everyone trusts their own ideas. If, rather than pushing your idea on your buyer, you can guide them to discover it on their own, they'll believe it, trust it, and get excited about it. Then they'll buy in and feel good about the chance to work with you. That might sound easier said than done, but Oren has taught thousands of people how to do it with a series of simple steps that anyone can follow in any situation. And as you'll see in this book, Oren has been in a lot of different situations. He'll show you how he got a billionaire to take him seriously, how he got a venture capital firm to cough up capital, and how he made a skeptical Swiss banker see him as an expert in banking. He'll even show you how to become so compelling that buyers are even more attracted to you than to your product. These days, it's not enough to make a great pitch. To get attention, create trust, and close the deal, you need to flip the script.

Media Innovation and Entrepreneurship Michelle Ferrier, Dr Elizabeth Mays, Ph.D., 2017-10-24 Media Innovation & Entrepreneurship is an open, collaboratively written and edited volume designed to fill the needs of a growing number of journalism and mass communications programs in the U.S. that are teaching media entrepreneurship, media innovation, and the business of journalism to undergraduate and graduate students.

App Empire Chad Mureta, 2012-03-27 A guide to building wealth by designing, creating, and marketing a successful app across any platform Chad Mureta has made millions starting and running his own successful app business, and now he explains how you can do it, too, in this non-technical, easy-to-follow guide. App Empire provides the confidence and the tools necessary for taking the next step towards financial success and freedom. The book caters to many platforms including iPhone, iPad, Android, and BlackBerry. This book includes real-world examples to inspire those who are looking to cash in on the App gold rush. Learn how to set up your business so that it works while you don't, and turn a simple idea into a passive revenue stream. Discover marketing strategies that few developers know and/or use Learn the success formula for getting thousands of downloads a day for one App Learn the secret to why some Apps get visibility while others don't Get insights to help you understand the App store market App Empire delivers advice on the most essential things you must do in order to achieve success with an app. Turn your simple app idea into cash flow today!

The Chinese Navy, 2012

Free Time Jenny Blake, 2022-03 Blake discusses ways to simplify and streamline your business to cut out bottlenecks and focus on what matters.

Entrepreneurship Michael Laverty, Chris Littel, 2020-01-16 This textbook is intended for use in introductory

Entrepreneurship classes at the undergraduate level. Due to the wide range of audiences and course approaches, the book is designed to be as flexible as possible. Theoretical and practical aspects are presented in a balanced manner, and specific components such as the business plan are provided in multiple formats. Entrepreneurship aims to drive students toward active participation in entrepreneurial roles, and exposes them to a wide range of companies and scenarios.

Speculative Everything Anthony Dunne, Fiona Raby, 2013-12-06 How to use design as a tool to create not only things but ideas, to speculate about possible futures. Today designers often focus on making technology easy to use, sexy, and consumable. In *Speculative Everything*, Anthony Dunne and Fiona Raby propose a kind of design that is used as a tool to create not only things but ideas. For them, design is a means of speculating about how things could be—to imagine possible futures. This is not the usual sort of predicting or forecasting, spotting trends and extrapolating; these kinds of predictions have been proven wrong, again and again. Instead, Dunne and Raby pose “what if” questions that are intended to open debate and discussion about the kind of future people want (and do not want). *Speculative Everything* offers a tour through an emerging cultural landscape of design ideas, ideals, and approaches. Dunne and Raby cite examples from their own design and teaching and from other projects from fine art, design, architecture, cinema, and photography. They also draw on futurology, political theory, the philosophy of technology, and literary fiction. They show us, for example, ideas for a solar kitchen restaurant; a flypaper robotic clock; a menstruation machine; a cloud-seeding truck; a phantom-limb sensation recorder; and devices for food foraging that use the tools of synthetic biology. Dunne and Raby contend that if we speculate more—about everything—reality will become more malleable. The ideas freed by speculative design increase the odds of achieving desirable futures.

Good Economics for Hard Times Abhijit V. Banerjee, Esther Duflo, 2019-11-12 The winners of the Nobel Prize show how economics, when done right, can help us solve the thorniest social and political problems of our day. Figuring out how to deal with today's critical economic problems is perhaps the great challenge of our time. Much greater than space travel or perhaps even the next revolutionary medical breakthrough, what is at stake is the whole idea of the good life as we have known it. Immigration and inequality, globalization and technological disruption, slowing growth and accelerating climate change—these are sources of great anxiety across the world, from New Delhi and Dakar to Paris and Washington, DC. The resources to address these challenges are there—what we lack are ideas that will help us jump the wall of disagreement and distrust that divides us. If we succeed, history will remember our era with gratitude; if we fail, the potential losses are incalculable. In this revolutionary book, renowned MIT economists Abhijit V. Banerjee and Esther Duflo take on this challenge, building on cutting-edge research in economics explained with lucidity and grace. Original, provocative, and urgent, *Good Economics for Hard Times* makes a persuasive case for an intelligent interventionism and a society built on compassion and respect. It is an extraordinary achievement, one that shines a light to help us appreciate and understand our

precariously balanced world.

The Art of the Start Guy Kawasaki,2004 A new product, a new service, a new company, a new division, a new anything - where there's a will, Kawasaki shows the way with his essential steps to launching one's dreams.

Profitable Podcasting Stephen Woessner,2017-09-14 Did you know there's a much better tool for spreading influence and generating revenue--one with far less competition? Podcasting offers rich opportunities, especially if you get in early and do it right. Author and CEO Stephen Woessner wants to share with you the secrets he learned in podcasting while building a \$2 million venture from scratch. Profitable Podcasting lays out the precise formula Woessner has learned from experience to be necessary for creating, launching, marketing, and monetizing podcasts in any industry. Packed with priceless production help, software recommendations, web and social strategies, schedules, checklists, and examples, this indispensable guide explains exactly how to: Choose the ideal format for the type of show you are producing Get the best guests Create intriguing interview questions Record and edit like a pro Maximize buzz for the launch Secure generous sponsorship Achieve top rankings fast Don't let the tech side of this incredible marketing and sales outlet scare you away from the lucrative awards that await you once you conquer the short learning curve. With Profitable Podcasting navigating you through every step, you will reach the payoff quickly and painlessly.

Using R for Introductory Statistics John Verzani,2018-10-03 The second edition of a bestselling textbook, Using R for Introductory Statistics guides students through the basics of R, helping them overcome the sometimes steep learning curve. The author does this by breaking the material down into small, task-oriented steps. The second edition maintains the features that made the first edition so popular, while updating data, examples, and changes to R in line with the current version. See What's New in the Second Edition: Increased emphasis on more idiomatic R provides a grounding in the functionality of base R. Discussions of the use of RStudio helps new R users avoid as many pitfalls as possible. Use of knitr package makes code easier to read and therefore easier to reason about. Additional information on computer-intensive approaches motivates the traditional approach. Updated examples and data make the information current and topical. The book has an accompanying package, UsingR, available from CRAN, R's repository of user-contributed packages. The package contains the data sets mentioned in the text (`data(package=UsingR)`), answers to selected problems (`answers()`), a few demonstrations (`demo()`), the errata (`errata()`), and sample code from the text. The topics of this text line up closely with traditional teaching progression; however, the book also highlights computer-intensive approaches to motivate the more traditional approach. The authors emphasize realistic data and examples and rely on visualization techniques to gather insight. They introduce statistics and R seamlessly, giving students the tools they need to use R and the information they need to navigate the sometimes complex world of statistical computing.

The Business of Television Ken Basin,2018-07-11 In this book, esteemed television executive and Harvard lecturer Ken

Basin offers a comprehensive overview of the business, financial, and legal structure of the U.S. television industry, as well as its dealmaking norms. Written for working or aspiring creative professionals who want to better understand the entertainment industry — as well as for executives, agents, managers, and lawyers looking for a reference guide — *The Business of Television* presents a readable, in-depth introduction to rights and talent negotiations, intellectual property, backend deals, licensing, streaming platforms, international production, and much more. The book also includes breakdowns after each chapter summarizing deal points and points of negotiation, a glossary, a list of referenced cases, and a wealth of real-world examples to help readers put the material into context.

PR for Anyone Christina Daves, 2014-06 DIY-PR At Its Best! Get Noticed! If you don't have the budget to generate publicity, Christina Daves---founder of PR for Anyone and successful entrepreneur---provides expert advice on how she appeared in over 50 media outlets in one year including: The Steve Harvey Show, Dr. Oz, NBC, FOX, CBS, Parenting Magazine, Washington Post and more. Learn how to brand your business so your message is consistent, get FREE media exposure, share your message with journalists---efficiently and timely, find the media to get results, and so much more!

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