



Sea el elefante: Edifique una empresa más grande y mejor (Spanish Edition)

Steve Kaplan

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Un mapa vial infalible hacia el éxito. ¡No expanda su negocio sin él!

Usted

dirige un negocio de asesoría de \$5 millones de dólares, o una panadería de tres personas con unas cuantas compañías como clientes, o una nueva empresa de la Internet que está por entrar a su segundo año. Usted es un miembro principal de una firma de abogados, o una hija asumiendo el control de la fábrica que le pertenece a la familia. Usted es un vendedor profesional tratando de aumentar sus comisiones.

Sabe que su negocio está viviendo con las justas. No tiene mucha flexibilidad o capital de reserva, y tiene que hacer estirar las ganancias. Y aunque está contento de no tener los tremendos dolores de cabeza de una corporación gigante (a pesar de desear tener el ingreso gigante), está preocupado por el Síndrome del Negocio que se Encoge. No obstante, pensar en el crecimiento lo pone nervioso. Bienvenido a este libro. Con *Sea el elefante* su camino a volverse más grande y mejor se acaba de poner mucho más claro.

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