Stanford University

## powered by **NovoEd Technology Entrepreneurship** Assignments Community \* Home Lectures Team **LECTURES Entrepreneurial Marketing and Sales** Introduction and Overview Frameworks, Business Models and Team Building **Videos** Creativity and Improvisation From Idea to Opportunity Legal Aspects of Startups Example 1 Bemy.co http://prezi.com/t1mhuyp3h4il/bemyco/ ~12 min **Customer Development and** Lean Startups Entrepreneurship in **Entrepreneurial Marketing Emerging Economies** Entrepreneurial Marketing and Sales Example 2 Terntips ~2 min **COURSE INFORMATION Syllabus** Resources and Tools **Entrepreneurial Marketing and Sales** ~2 min **Proprietary Information** Mentors and Mentoring **Entrepreneurial Sales** Consent for Research **Key Concepts**

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## Reading

- Technology Ventures: Chapters 10.3-10.8, 11.1-11.4
- Steve Brown's http://www.innovatorstraction.com/
- When to Quit a Side Hustle

## **Assignment**

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← Entrepreneurship in Emerging Eco...







