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Based on dozens of interviews with highly successful entrepreneurs, Harvard

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Business School professors, and HBS alumni, The Intelligent Entrepreneur tells the compelling and instructive story of how these three young founders developed ideas, assembled teams, built ventures, and achieved their dreams. Along the way, they learned that starting great companies requires much more than a ferocious work ethic or good timing.

The Intelligent Entrepreneur by Bill Murphy

Bill Murphy Jr. is the author of The Intelligent Entrepreneur: How Three Harvard Business School Graduates Learned the 10 Rules of Successful Entrepreneurship and In a Time of War: The Proud and Perilous Journey of West Point's Class of 2002. Previously, he worked as Bob Woodward's research assistant on the bestselling State of Denial.

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The Intelligent Entrepreneur: How Three Harvard Business School Graduates Learned the 10 Rules of Successful Entrepreneurship by Bill Murphy (2011) Current price is \$15.55 paperback or \$9.99 kindle version on Amazon. An E-book version is fine. The book may also be available from your local library.

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Business School professors and alumni, *The Intelligent Entrepreneur* tells the compelling and instructive story of how these three young founders developed ideas, assembled teams, built ventures, and achieved their dreams. Their hard-won insights—distilled into ten key rules—will help anyone become a successful entrepreneur.

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Bill Murphy's book shows that entrepreneurs who take an informed and intelligent approach to launching new companies can vastly improve their chances of ultimate success., Bill Murphy's book captures the reality of entrepreneurial endeavors by detailing how three graduates of HBS found opportunity, acquired

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the resources they needed, and committed heart and soul to their venture.

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The Intelligent Entrepreneur tells how three HBS graduates turned down six-figure salaries at big corporations, bet on themselves and launched their own new companies. By their ten-year reunion their audacity had paid huge dividends.

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Based on dozens of interviews with highly successful entrepreneurs, Harvard Business School professors and alumni, The Intelligent Entrepreneur tells the compelling and instructive story of how these three young founders developed ideas, assembled teams, built ventures, and achieved their dreams. Their hard-won insights—distilled into ten key rules—will help anyone become a successful entrepreneur.

The Intelligent Entrepreneur: How Three Harvard Business ...

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compelling and instructive story of how these three young founders developed ideas, assembled teams, built ventures, and achieved their dreams. Over the course of a decade, they learned that starting great companies requires much more than a brilliant idea, good timing, and a ferocious work ethic.

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The Intelligent Entrepreneur: How Three Harvard Business School Graduates Learned the 10 Rules of Successful Entrepreneurship. In 1998, three Harvard Business School graduates two men and one woman turned down six-figure salaries at big corporations, bet on themselves, and launched their own new companies.

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that any intelligent entrepreneur must take: you've got to make a commitment. With a clear head and a whole heart, you've got to decide that you absolutely, positively will become a successful entrepreneur. MAKE THE COMMITMENT Chapter 3: Chance favors the

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