

Venture Opportunity Screening Analysis

NOTE: Please delete any text in italics before using this template for your analysis. The bulleted questions are there to guide you to answer the question. Replace the question with a one-two sentence answer.

The first step in identifying a suitable business opportunity is to outline your concept, begin to define the scope of your business, and to evaluate the viability each of the principal parts of your prospective business. In order to do this effectively, you must first understand the dynamics that are affecting the industry and marketplace in which you will compete. The Venture Opportunity Screening Analysis provides the reader with a dispassionate view of the industry.

- 1. Industry Overview*
- 2. Product/Service Delivery*
- 3. Marketplace Analysis*
- 4. Marketing Dynamics*
- 5. Distribution and Sales Dynamics*
- 6. Financial Estimates*
- 7. Opportunity Screening Analysis*
- 8. Conclusions*

The attached worksheets will help to guide you through this initial look at the industry where you will start your business. In this initial stage, understand that you are not developing your business plan, but are gaining a better understanding of the industry where your business will compete. Use objective research to answer all of the questions and complete all of the worksheets. In subsequent steps, you will be investigating and developing these issues in depth as you create the business plan for your new venture.

Industry Name: _____

Student Name: _____

Course: _____

Section: _____

Venture Opportunity Screening Guide

J. Chris Leach, Ronald W. Melicher



Venture Opportunity Screening Guide:

Lecture Notes In Entrepreneurial Finance For The Digital Economy Peter Joakim Westerholm, 2024-06-27 This book is intended to be used as a basis for developing courses in entrepreneurial finance While many universities particularly in the United States have entrepreneurial finance on their curriculum there is often a gap between the large selection of entrepreneurship courses and courses providing applicable hard skills in finance and accounting Early stage ventures cannot succeed without capital and careful management of cash flow for example Entrepreneurs need skills such as how to negotiate with investors so that they don't end up giving up the control of their venture too early This book aims to fill this gap by providing guidelines for how successful courses can be set up to train finance accounting and corporate strategy students for a career in the start up and venture capital industry *New Venture Creation* Jeffry A. Timmons, Leonard E. Smollen, Alexander L. M. Dingee, 1985 Risk Factors and Business Models D. Anthony Miles, 2011 This book provides an in depth investigation on SMEs and risk factors that influence and cause failure Using key concepts derived from accounting economics marketing management finance and entrepreneurship literature Miles identifies five key risk factors that are critical to the success or failure of a business enterprise a personal characteristics b intangible operations c enterprise operations d market climate and e business environment **Extraordinary Entrepreneurship** Stephen C. Harper, 2006-12-13 The 21st Century brings all new rules Entrepreneurs are challenging conventional wisdom and thinking outside the box One of the first challenges involves challenging the assumption that a business has to be big to be successful While most of the 20th century heralded big businesses it is clear that businesses no longer have to be big to do big business Now it is possible for a handful of people to operate a global business from virtually any place on the planet Today the keyboard has overtaken the boardroom Financial markets alliances and joint ventures have eliminated the need for entrepreneurs to put up substantial capital investments Today's businesses are driven by ideas innovation and execution This book will show entrepreneurs and business leaders will provide CEOs and entrepreneurs with the tools that they will need to become leaders in their market **CompetitiveEdge: A Guide to Business Programs 2013** Peterson's, 2013-04-15 Peterson's CompetitiveEdge A Guide to Graduate Business Programs 2013 is a user friendly guide to hundreds of graduate business programs in the United States Canada and abroad Readers will find easy to read narrative descriptions that focus on the essential information that defines each business school or program with photos offering a look at the faces of students faculty and important campus locales Quick Facts offer indispensable data on costs and financial aid information application deadlines valuable contact information and more Also includes enlightening articles on today's MBA degree admissions and application advice new business programs and more **Entrepreneurship** Gordon B. Baty, Michael S. Blake, 2003 An informative resource for the entrepreneur or would be entrepreneur Training Entrepreneurs for Small Business Creation Kenneth Loucks, 1988 Describes the assistance that can be had in various countries by those who want to start and own a

small business *Entrepreneurship: Concepts, Methodologies, Tools, and Applications* Management Association, Information Resources, 2017-03-15 Continuous improvements in business environments and available resources have allowed more opportunities for people to pursue new ventures This not only leads to higher success in new businesses but it enhances the overall state of the global market Entrepreneurship Concepts Methodologies Tools and Applications provides a comprehensive examination on the latest innovations and techniques to becoming a successful and sustainable entrepreneur Including research based studies on knowledge production social entrepreneurship and distribution this multi volume publication is an ideal source for practitioners academicians researchers and upper level students interested in learning about entrepreneurship and seeking emerging perspectives on optimizing and enhancing entrepreneurial pursuits

Global Perspectives on Achieving Success in High and Low Cost Operating Environments Roos, Göran, Kennedy, Narelle, 2014-03-31 Competing in both high and low cost operating environments can present a number of unique challenges In light of global competition and the changing scope of various industries due to technological advancement these challenges must be addressed in order to ensure business success Global Perspectives on Achieving Success in High and Low Cost Operating Environments features a collection of research and case studies addressing contemporary issues surrounding operational success in various regions Business professionals managers academics and upper level students will find this publication an essential resource for the latest tools and solutions for managing operations in diverse operating environments

Entrepreneurial Finance J. Chris Leach, Ronald W. Melicher, 2003 This book applies tools and techniques of corporate finance to the entrepreneurial venture It closely follows a life cycle of the firm approach and does so in a very accessible and student friendly way *Entrepreneurship, Small Business and Venture Capital* Richard Schwindt, 1990 What universities teach and the readings they assign for these subjects **The Complete Direct Investing Handbook** Kirby

Rosplock, 2017-04-28 The practical guide to direct investing strategies and best practices The Complete Direct Investing Handbook provides comprehensive guidelines principles and practical perspectives on this increasingly attractive private equity investment strategy Interviews with leading family office investors qualified private equity buyers and top direct investing advisors provide essential insights and attention to the nuanced processes of direct investing The book is a hands on resource for family offices and those investors interested in generating returns through private company ownership to be more effective in creating returns in a complex market Direct investing best practices are explored in depth with guidance on strategy and the evaluation and assessment of various investment opportunities The process begins with a codified and specific investment goal and a robust strategy tailored to the investor's individual needs Useful insight on narrowing the field helps investors select the appropriate opportunities to meet their investment goals and practical tools help streamline the process of capital deployment and in turn providing more opportunities to achieve desired returns Despite the growing interest in direct investing there is little public information available to investors and there is a lack of transparency into

practical standards This book bridges the gap between strategy and execution with comprehensive guidance and real world insights Define and craft a focused investment thesis and appropriate timeline specific to your needs Identify the right type size duration and risk profile aligned to your investment objectives Gain perspective on real world direct investing and a deeper understanding of the risks and rewards Better understand best practices and institutional investment rigor to develop bespoke processes and policies that create better outcomes for independent investors Historically extraordinary wealth has been created through equity in privately held enterprise Today family offices and direct investors are looking more and more toward large capital deployment in early stage and growth oriented private equity investments but are constrained by a lack of informed established practices The Complete Direct Investing Handbook provides the much needed guidance and tools that can improve direct investment outcomes *Management Development Series*, 1964 **Entrepreneurship for the Nineties** Gordon B. Baty, 1990 [Business Plans that Work](#) Jeffry Timmons, Andrew Zacharakis, Stephen Spinelli, 2004-05-05 Today's top experts in entrepreneurship deliver a streamlined step by step guide for crafting effective business plans Timmons is one of the two most powerful minds in entrepreneurship in the nation Success Business Plans That Work arms entrepreneurs and small business owners with an easy to follow template for writing persuasive business plans along with proven models that can be used to analyze potential business opportunities from initial idea to viable venture This value packed book will show both entrepreneurs and current business owners how to Determine what to include in each plan why and for whom Recognize and avoid common pitfalls in the process Use the renowned Timmons Model to analyze potential business opportunities **Handbook of Research on International Entrepreneurship** Leo Paul Dana, 2004 Dana's Handbook is an essential read for international entrepreneurship scholars as well as policymakers and practitioners concerned with the dynamics associated with the international entrepreneurship process Succinct reviews of the literature and useful summary tables relating to key themes and studies are presented by a number of contributors Paul Westhead International Small Business Journal This is a formidable and weighty tome More important than sheer quantity is consideration of the quality and here the broad spread yet eclectic choice of the research papers is most enlightening The contributing authors have collectively condensed much of the knowledge garnered from the past five years of this global field into one handy sourcebook The end result is indeed a fresh recognition if recognition still needs to be made of the major importance of this new global growth phenomenon of international entrepreneurship Mark Haydon International Journal of Entrepreneurship and Innovation The Handbook is a nearly comprehensive reference work to the field that will be useful to scholars new to the area as well as those already engaged in it I was impressed by the diversity of the authors The Handbook is an excellent broad reference to the field Ben Oviatt Journal of International Business Studies Over the last few years there has been an increased interest in research on the internationalization of new ventures and the global challenges facing growing young businesses The Handbook of Research on International Entrepreneurship has collected and synthesized the

contributions of leading researchers in an effort to define and categorize the unique contributions and state of the art of this emerging field. It provides a comprehensive multi disciplinary treatment that advances the frontiers of knowledge regarding the fundamental concepts, methods and theories of international entrepreneurship. The Handbook should serve as both an authoritative and comprehensive reference work for researchers and a state of the art compilation of new insights for educational leaders. Ari Ginsberg, New York University Stern School of Business, US. Entrepreneurship and international business have remained separate subjects for far too long. The study of international entrepreneurship thrives on the cross fertilisation of ideas between these fields. It is one of the most dynamic research areas in economics and management. The contributors to this Handbook are the pioneers in the field and this volume provides a definitive survey of their work. Mark Casson, University of Reading, UK. These notable researchers share a common dedication to rigorous methodologies and vigorous research. Together in this volume the researchers have assembled and presented a cross section of tested methods and innovative approaches. These contributions are an inspiration to younger researchers and this bids fair to set the tone and level of intellectual rigour and vigour for future research in the emerging field of international entrepreneurship. From the preface by Bob Kirk, University of Canterbury, New Zealand. This unique reference book provides an array of diverse perspectives on international entrepreneurship, a new and emerging field of research that blends concepts and methodologies from more traditional social sciences. The Handbook includes chapters written by top researchers of economics and sociology as well as academic leaders in the fields of entrepreneurship and international business. State of the art contributions provide up to date literature reviews making this book essential for the researcher of entrepreneurship and the internationalisation of entrepreneurs.

Entrepreneurial Faith Kirbyjon Caldwell, Paul Sorensen, 2004. Kirbyjon Caldwell and Walt Kallestad explain how to create innovative partnerships that join the church's passion for ministry with the expertise of the business community to meet physical and spiritual needs. From publisher's description.

Successful Startups William A. Benjamin, Jason R. McDowall, 2010. The Portable MBA in Entrepreneurship William D. Bygrave, Andrew Zacharakis, 2004. A new and improved edition of the entrepreneur's bible. An update of the highly respected bestseller The Portable MBA in Entrepreneurship Third Edition covers everything that an entrepreneur needs to know to start and run a venture.

Opportunity-Centred Entrepreneurship David Rae, 2014-12-12. The second edition of this core textbook focuses on the practical elements of opportunity creation, recognition and exploitation. It aims not only to analyse what constitutes entrepreneurship but also enables readers to develop their own entrepreneurial skills. Taking a highly practical and accessible approach, this text connects the theory and practice of entrepreneurship in useful and insightful ways that can be applied in the real world. This is a book that focuses on learning for rather than about enterprise. Written by a leading authority in the field, *Opportunity Centred Entrepreneurship* will be essential reading for undergraduate, postgraduate and MBA students taking courses such as enterprise, new venture creation, creativity and innovation, small

business management and corporate entrepreneurship It has also been designed to support practitioners who are seeking to develop their entrepreneurial skills whether they are start up entrepreneurs career changers or managers focusing on innovation and business development It does not require prior knowledge of other business subjects

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