

# Entrepreneurship Courses Services

**Scott L. Girard, Michael F. O'Keefe, Marc A. Price, Kate Scribner**

**Disciplined Entrepreneurship** Bill Aulet, 2013-08-12 24 Steps to Success! Disciplined Entrepreneurship will change the way you think about starting a company. Many believe that entrepreneurship cannot be taught, but great entrepreneurs aren't born with something special – they simply make great products. This book will show you how to create a successful startup through developing an innovative product. It breaks down the necessary processes into an integrated, comprehensive, and proven 24-step framework that any industrious person can learn and apply. You will learn: Why the “F” word – focus – is crucial to a startup's success Common obstacles that entrepreneurs face – and how to overcome them How to use innovation to stand out in the crowd – it's not just about technology Whether you're a first-time or repeat entrepreneur, Disciplined Entrepreneurship gives you the tools you need to improve your odds of making a product people want. Author Bill Aulet is the managing director of the Martin Trust Center for MIT Entrepreneurship as well as a senior lecturer at the MIT Sloan School of Management. For more please visit <http://disciplinedentrepreneurship.com/>

**Biblical Entrepreneurship 40-Day Coaching Guide** Patrice Tsague, 2008-08 I dare you to take the 40 - day challenge! Do you spend time studying the Word of God daily and seeking for wisdom concerning your business life? What if you took the next 40 days spending time with your Father seeking His wisdom concerning certain aspects of your business and personal life? I dare you to take the 40-day challenge! In Mark 1:35, we learn that Jesus got up before daylight to go to a solitary place to pray before starting His day. Jesus understood that if His ministry was to be successful, He could not depend on His natural talents or abilities but on His relationship with the Father. The Biblical Entrepreneurship 40-day coaching guide is a tool for entrepreneurs who desire to seek the wisdom of God in various areas of business; it provides patterns of prayer and practical ways to apply the information in their business lives. This book is a compilation of 40 weeks of our e-devotions that go out weekly to hundreds of entrepreneurs around the world. Each day includes a scripture of the day, information on a specific topic based on the scripture, a prayer pattern based on the information, an application, and two other scriptures for you to reflect on. The application and scripture are designed to assist you in applying the information you just read. We also provided a comment section for you to write down any insights the Lord gives you while you study. This devotional can also serve as a tool to journal your interactions with your Father, your prayer requests, your weekly commitments, and the insights He reveals to you. My prayer is that you will actively use this devotional book to assist you, in

the next 40 days, to get closer to your Father and to fulfill His plans for your life and business. So go ahead and take up the 40-day challenge. Some of the devotional topics include: . Called to be in the Marketplace . Are You a Biblical Entrepreneur? . Biblical Profit . Count it All Joy . The Fall of Babylon . 7 Business Lessons from the Master . Embracing your Privilege . And 33 additional topics

**Innovation Tournaments** Christian Terwiesch, Karl Ulrich, 2009-06-09 Managers, entrepreneurs, and venture capitalists all seek to maximize the financial returns from innovation, and profits are driven largely by the quality of the opportunities they pursue. Based on a structured and process-driven approach this book demonstrates how to systematically identify exceptional opportunities for innovation. An innovation tournament, just like its counterpart in sports, starts with a large number of candidates, with opportunities as the players. These opportunities are pitted against each other until only the exceptional survive. This book provides a principled approach for the effective management of innovation tournaments - identifying a wealth of promising opportunities and then evaluating and filtering them intelligently for greatest profitability. With a set of practical tools for creating and identifying new opportunities, it guides the reader in evaluating and screening opportunities. The book demonstrates how to construct an innovation portfolio and how to align the innovation process with an organization's competitive strategy. Innovation Tournaments employs quirky, fresh examples ranging from movies to medical devices. The authors' tool kit is built on their extensive research, their entrepreneurial backgrounds, and their teaching and consulting work with many highly innovative organizations.

**Entrepreneurship Skills for New Ventures** David C. Kimball, Robert N. Lussier, 2020-10-29 As business schools expand their entrepreneurship programs and organizations seek people with entrepreneurial skills, it has become clear that the skills and mindset of an entrepreneur are highly valued in all business contexts. This latest edition of Entrepreneurship Skills for New Ventures continues to focus on helping students develop entrepreneurial skills, whether they seek to become entrepreneurs or employees. Focusing on the entrepreneurial start-up process, the fourth edition of Entrepreneurship Skills for New Ventures takes the reader through the steps of selecting, planning, financing, and controlling the new venture. The authors cover multiple forms of new ventures, as well as ways to utilize entrepreneurial skills in other contexts, encouraging students to engage with the material and apply it to their lives in ways that make sense for them. Skill development features include: New exercise on analyzing the lean entrepreneurship option Entrepreneurial profiles of small-business owners Personal applications for students to apply questions to their new venture or a current business Global and domestic cases Elevator pitch assignments that put students in the venture capitalist position Application exercises and situations covering specific text concepts Business plan prompts to help students construct a business plan over the course of a semester Featuring pedagogical tools like review questions and learning outcomes, as well as online materials that expand upon skill development and offer instructor resources, the fourth edition of Entrepreneurship Skills for New Ventures is the perfect

resource for instructors and students of entrepreneurship.

*International Business Basics* Scott L. Girard, Michael F. O'Keefe, Marc A. Price, Kate Scribner, 2015-02-16 Importing, exporting, buying or selling parts and services, businesses of all kinds, including start-ups and small businesses, are becoming more active outside their home countries—often by necessity. If you want to take your business global, you must do your homework, get advice, make connections, and be aware—and wary—of the risks you face. Every element in your original business plan will need to be reconsidered as you target international markets. *International Business Basics*, the sixth title in the best-selling *Crash Course for Entrepreneurs* series, gives you the vital information and insights you need to: Learn about cultural issues Successfully enter new markets Ensure you get paid and are protected Make the most of support from trade and governmental agencies Secure funding Deal with real estate and logistics Capitalize on immigration trends Manage at a distance Open your mind to being flexible, creative, and resourceful in the face of sometimes puzzling and ever-changing challenges Learn from the successes and mistakes of these serial entrepreneurs who have real-world experience in many diverse countries and business sectors. *International Business Basics* will reduce your learning curve and help you succeed, even in your first stages!

*Start Your Own e-Learning Business* Entrepreneur Press, 2004-07-01 In the Information Age, the personal computer is becoming as pervasive as the telephone and television. It accesses vast stores of constantly changing information and the ability to navigate it and the Internet has become a professional necessity for a majority of white and blue collar jobs. And the key to opening that doorway is computer-based learning—“e-learning.” Using computers for education and training, an industry that barely existed a decade ago, is a fast-growing business opportunity for enterprising people who enjoy helping others learn and who are comfortable with computers. *Start Your Own e-Learning Business* shows you how to become the person people turn to when they need to catch up on essential skills and knowledge. This guide covers the vast selection of roles you can choose from, including: • Teaching businesses computer basics, management techniques, or programming skills • Publishing guides to help employees understand their firm’s software • Producing interactive content that explains products to customers • Creating Web sites to help students do their homework or seniors hone their Internet skills • Providing content, marketing help, or tech services for other e-learning firms • Brokering classes, recruiting students, or reselling CD-based courses for other businesses

*Managing Technology Entrepreneurship and Innovation* Paul Trott, Dap Hartmann, Patrick van der Duin, Victor Scholten, J. Roland Ortt, 2015-12-14 *Managing Technology Entrepreneurship and Innovation* is the first textbook for non-business based entrepreneurship courses, focussed on students with a background in science and technology. Its comprehensive, rigorous and yet accessible approach originates from the authors’ considerable experience mentoring students as they turn their technological ideas into real-life business ventures. . The text is separated into three parts providing a roadmap for

successful entrepreneurial projects: Part I focusses on how to create your venture, turning technology into businesses and how to link together entrepreneurship and innovation Part II shows you how to grow your venture and make it profitable, looking at the early development of academic spin-outs and how to adapt your technology to the customers' needs. Part III takes you through the day-to-day running on your business; whether to adopt a contingency or contextual approach, how to develop new products and services and alternative options for growth. With a wide range of practical steps, lists of things to consider and guidelines on how to turn your technology based ideas into a successful business, this text will be essential for all non-business students who need to understand entrepreneurship, management and innovation. It will also prove a useful introduction to all Masters-level students taking these subjects in business schools.

Small Business Management and Technical Assistance Training Programs Congressional Research Congressional Research Service, Robert Jay Dilger, 2016-09-29 This report examines the historical development of federal small business management and technical assistance training programs; describes their current structures, operations, and budgets; and assesses their administration and oversight and the measures used to determine their effectiveness. It also discusses legislation considered during the 114th Congress to improve program performance and oversight, including \* P.L. 114-88, the Recovery Improvements for Small Entities After Disaster Act of 2015 (RISE After Disaster Act of 2015), which, among other things, authorizes the SBA to provide up to two years of additional funding to its resource partners to assist small businesses located in a presidentially declared major disaster area and authorizes SBDCs to provide assistance outside the SBDC's state, without regard to geographical proximity to the SBDC, if the small business is in a presidentially declared major disaster area. This assistance can be provided for a period of not more than two years after the date on which the President has declared the area a major disaster. \* H.R. 207, the Developing the Next Generation of Small Businesses Act of 2016, which, as ordered to be reported by the House Committee on Small Business on March 23, 2016, includes the Small Business Development Centers Improvement Act of 2016, the Women's Business Centers Improvements Act of 2016, and the SCORE for Small Business Act of 2016. The bill would require the SBA to only use authorized entrepreneurial development programs (SCORE, WBCs, SBDCs, etc.) to deliver entrepreneurial development services, entrepreneurial education, business incubation services, growth acceleration services, support for the development and maintenance of clusters, or business training; add data collection and reporting requirements for SBDCs; authorize to be appropriated \$21.75 million for WBCs for each of FY2017-FY2020 (WBCs were appropriated \$17 million in FY2016); increase the WBC annual grant award from not more than \$150,000 to not more than \$185,000 (adjusted annually to reflect change in inflation); authorize the award of an additional \$65,000 to WBCs under specified circumstances; authorize the SBA to waive, in whole or in part, the WBC nonfederal matching requirement for up to two consecutive fiscal years under specified circumstances; modify SCORE program requirements with respect to the role of participating volunteers, program plans and goals, and reporting; authorize

to be appropriated \$10.5 million for SCORE in each of FY2017 and FY2018; and add language concerning the provision and reporting of online counseling by SCORE. \* H.R. 2670 the Microloan Modernization Act of 2015, and its Senate companion bill (S. 1857), which would, among other provisions, require the SBA administrator to establish a rule enabling intermediaries to apply for a waiver to the requirement that no more than 25% of Microloan technical assistance grant funds may be used to provide technical assistance to prospective borrowers. This report also discusses legislation introduced in the Senate concerning SBDCs (S. 999, the Small Business Development Centers Improvement Act of 2015), WBCs (S. 2126, the Women's Small Business Ownership Act of 2015), and SCORE (S. 1000, the SCORE for Small Business Act of 2015).

*Entrepreneurship Education and Training* Alicia Robb,Alexandria Valerio,Brent Parton,2014-06-17 As governments worldwide invest heavily in entrepreneurial education and training (EET), this study examines the highly varied landscape of EET programs in Kenya, Ghana, and Mozambique. It draws on both global research and the experience of local stakeholders to deliver practical insights

**Entrepreneurship Development** Dibin Sekharan,2021-05-11 The green shoots of entrepreneurship give an economy its vitality. They give rise to new products and services, fresh applications for existing products and services, and new ways of doing business. Entrepreneurship stirs up the existing economic order and prunes out the dead wood. Established companies that fail to adapt to the changes cease to be competitive in the marketplace and go out of business. Within the broadest definition, entrepreneurs are found throughout the world of business because any firm, big or small, must have its share of entrepreneurial drive if it is to survive and prosper. This textbook focuses on starting and growing independent new ventures. It is based on entrepreneurship courses taught at mg university. One of the most common questions that entrepreneurship educators are asked is, Can entrepreneurship be taught? Our response is that anyone with a desire to become an entrepreneur will be more successful if he or she has taken a course on how to start and grow a new venture. While this textbook empowers would-be entrepreneurs to start and grow their new ventures, it's not only for them. Any student who reads this book will learn about the entrepreneurial process and the role of entrepreneurship in the economy.

*Business Made Simple* Donald Miller,2021-01-19 Is this blue book more valuable than a business degree? Most people enter their professional careers not understanding how to grow a business. At times, this makes them feel lost, or worse, like a fraud pretending to know what they're doing. It's hard to be successful without a clear understanding of how business works. These 60 daily readings are crucial for any professional or business owner who wants to take their career to the next level. New York Times and Wall Street Journal bestselling author, Donald Miller knows that business is more than just a good idea made profitable – it's a system of unspoken rules, rarely taught by MBA schools. If you are attempting to profitably grow your business or career, you need elite business knowledge—knowledge that creates tangible value. Even if you had the time, access, or money to attend a Top 20 business school, you would still be missing the practical knowledge that propels the best

and brightest forward. However, there is another way to achieve this insider skill development, which can both drastically improve your career earnings and the satisfaction of achieving your goals. Donald Miller learned how to rise to the top using the principles he shares in this book. He wrote *Business Made Simple* to teach others what it takes to grow your career and create a company that is healthy and profitable. These short, daily entries and accompanying videos will add enormous value to your business and the organization you work for. In this sixty-day guide, readers will be introduced to the nine areas where truly successful leaders and their businesses excel: Character: What kind of person succeeds in business? Leadership: How do you unite a team around a mission? Personal Productivity: How can you get more done in less time? Messaging: Why aren't customers paying more attention? Marketing: How do I build a sales funnel? Business Strategy: How does a business really work? Execution: How can we get things done? Sales: How do I close more sales? Management: What does a good manager do? *Business Made Simple* is the must-have guide for anyone who feels lost or overwhelmed by the modern business climate, even if they attended business school. Learn what the most successful business leaders have known for years through the simple but effective secrets shared in these pages. Take things further: If you want to be worth more as a business professional, read each daily entry and follow along with the free videos that will be sent to you after you buy the book.

**The IDEATE Method** Dan Cohen,Greg Pool,Heidi Neck,2019-12-19 Generating new ideas that create substantial value is at the very core of entrepreneurship. The IDEATE Method is an ideation method empirically proven to help students identify problems, develop creative solutions, and select the most innovate entrepreneurial idea. Authors Daniel Cohen, Gregory Pool, and Heidi Neck emphasize the importance of deliberate practice and repetition as they guide students through each phase of the method: Identify, Discover, Enhance, Anticipate, Target, and Evaluate. Goal-directed activities and self-reflection questions help students develop their entrepreneurial mindset and skillset.

**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.

**Family Entrepreneurship** Matt R. Allen,William B. Gartner,2021-04-05 This book provides recent ideas, insights, facts, evidence, frameworks, and perspectives on how and why entrepreneurial families are successful over generations. The book focuses on how families successfully implement entrepreneurship across generations. That success, it argues, requires entrepreneurship at the level of the family, not only in the businesses the family owns and manages. Written by noted academics and consultants who are authorities on family entrepreneurship, the chapters provide a comprehensive

exploration of the characteristics of successful entrepreneurial families, their motivations, how they behave over time, and, suggestions for how business families can encourage and sustain entrepreneurship. This comprehensive look at family entrepreneurship will serve as a fundamental reference text for family business consultants, owners, and scholars.

**Entrepreneurship** Heidi M. Neck, Christopher P. Neck, Emma L. Murray, 2016-11-30 From Heidi Neck, one of the most influential thinkers in entrepreneurship education today, Chris Neck, an award-winning professor, and Emma Murray, business consultant and author, comes this ground-breaking new text. *Entrepreneurship: The Practice and Mindset* catapults students beyond the classroom by helping them develop an entrepreneurial mindset so they can create opportunities and take action in uncertain environments. Based on the world-renowned Babson Entrepreneurship program, this new text emphasizes practice and learning through action. Students learn entrepreneurship by taking small actions and interacting with stakeholders in order to get feedback, experiment, and move ideas forward. Students walk away from this text with the entrepreneurial mindset, skillset, and toolset that can be applied to startups as well as organizations of all kinds. Whether your students have backgrounds in business, liberal arts, engineering, or the sciences, this text will take them on a transformative journey.

School for Startups: The Breakthrough Course for Guaranteeing Small Business Success in 90 Days or Less Jim Beach, Chris Hanks, David Beasley, 2011-06-17 The Beginner's Guide to Low-Risk Entrepreneurship You want to start your own business, but risk isn't your middle name. You're not alone. Many successful entrepreneurs are averse to risk--but they have learned the tricks to working around it. And now you can too, with *School for Startups*. This practical guide shows you how to build a business the smart way--without risking major assets such as your house, savings account, or health insurance. You'll learn how to increase your chance of success by: Funding your venture without investors Entering international markets Taking full advantage of tools on the Web Marketing your product or service for little or no cost Deploying a third party to package and ship products Taking control of an existing business or franchise The authors present hundreds of the best ideas for new businesses, along with case studies proving the effectiveness of their approach. Also included with the book is a code you can use to register for The Entrepreneur School ([www.theentrepreneurschool.com](http://www.theentrepreneurschool.com)), where you can access exclusive webinars and supplementary material.

**Who Owns the Ice House?** Gary G. Schoeniger, Clifton L. Taulbert, 2011-06 In the late 1950s, Glen Allan, Mississippi, was a poor cotton community. For many, it was a time and place where opportunities were limited by social and legal constraints that were beyond their control. It was a time and place where few dared to dream. Based on his own life experience, Pulitzer nominee Clifton Taulbert has teamed up with entrepreneur thought leader Gary Schoeniger to create a powerful and compelling story that captures the essence of an entrepreneurial mindset and the unlimited opportunities it can provide. Drawing on the entrepreneurial life lessons Taulbert learned from his Uncle Cleve, *Who Owns the Ice house?*

chronicles Taulbert's journey from life in the Mississippi Delta at the height of legal segregation to being recognized by Time magazine as one of our nation's most outstanding emerging entrepreneurs. *Who Owns The Ice House?* reaches into the past to remind us of the timeless and universal principles that can empower anyone to succeed.

**Building a Successful Business** Jay Goldberg, 2012-02-07 Second edition, December, 2014. In its first year, about half of all businesses fail. Five years down the line, depending upon which study you look at, only 1 in 10 to 1 in 3 businesses are left standing. The main reasons businesses fail are no business plan and poor management. That is why this book covers both topics. However, this book goes beyond other books on these topics. The book not only provides a road map for writing a business plan, but also provides a strategy for writing a business plan. A business plan is both a strategic document and a sales document. It also provides the reader with a look into the skills, knowledge and personality of the business owner. Therefore, a good business plan is written to satisfy all of these uses. In addition, this book provides information on how to research and organize the information needed for a business plan, and has worksheets the entrepreneur can use to help make the process easier. Likewise, management topics such as strategic planning (SWOT analysis plus), advertising, branding, project management, customer service management, cash flow management, sales skills, business writing and more are explained, and a method is provided for each management skill that can be implemented and used in the business. There are worksheets for many of the management topics as well. While many business book writers know and cover business writing, it's amazing how few actually apply that knowledge to their business books. I do. The information in this book is presented in bullet points, assuring the reader that he or she does not have to wade through four paragraphs of writing to get a couple of key points. Even the size of the book is practical for the end user. An over-sized book might attract attention in the book store, but would make it difficult to copy and use the worksheets in the book. An under-sized book might demonstrate value by the sheer volume of pages (same amount of information, but more pages), but would mean compressing the worksheets into smaller sizes rendering them less useful. In addition to entrepreneurs, this book was written so that venues teaching entrepreneurship can use it as a text book. In fact, I have been teaching entrepreneurship courses since 1997. This book was written to be a stand alone book, to support my business plan mentoring service (I review the worksheets for clients), and to be a text book for my course, *How to Start, Grow and Manage a Business*. The book received a very good review from the Midwest Book Review: Too many businesses are started without the experience needed to keep it alive and going. *Building a Successful Business* is Jay Goldberg's advice manual for those embarking on the entrepreneurial path, with tips on how to avoid the common pitfalls that strike many first time business owners. With advice on strategically planning your business, cautious advertising, business writing, managing the funds and more, *Building a Successful Business* is a strongly recommended pick for any first time business person. Author's personal note: While the review concentrated on new business owners, the book was written for both first time business owners and established business owners. Many



people assume that established business owners are utilizing management tools to help ensure success. However, many do not and that is one reason for the high failure rate of existing businesses. My book provides management tools, with associated worksheets, that existing businesses can use to help them achieve or maintain success as well as tools and worksheets for new business owners.

**Architect + Entrepreneur** Eric W. Reinholdt, 2015 Part narrative, part business book; Architect + Entrepreneur is filled with contemporary, relevant, fresh tips and advice, from a seasoned professional architect building a new business. The guide advocates novel strategies and tools that merge entrepreneurship with the practice of architecture and interior design. The Problem: Embarking on a new business venture is intimidating; you have questions. But many of the resources available to help entrepreneur architects and interior designers start their design business lack timeliness and relevance. Most are geared toward building colossal firms like SOM and Gensler using outdated methods and old business models. If you're an individual or small team contemplating starting a design business, this is your field guide; crafted to inspire action. The Solution: Using the lean startup methodology to create a minimum viable product, the handbook encourages successive small wins that support a broader vision enabling one to, think big, start small, and learn fast. It's a unique take on design practice viewed through the lens of entrepreneurship and is designed to answer the questions all new business owners face, from the rote to the existential. Questions about: - Startup costs - Business models (old and new) - Marriage of business and design - Mindset - Branding & naming (exercises and ideas) - Internet marketing strategies - Passive income ideas - Setting your fee - Taxes - Standard Operating Procedures (SOPs) - Securing the work - Client relations - Software - Billing rates - Contracts Building a business isn't a singular act; it's a series of small steps. Using the outline found in Architect + Entrepreneur you can start today. The chapters are organized to guide you from idea to action. Rather than write a business plan you'll be challenged to craft a brand and you'll sell it using new technologies. Follow the guide sequentially and you'll have both the tools and a profitable small business.

*The Entrepreneur's Toolkit* Michael Goldsby, 2014 All of us have dreams, goals, and perhaps a project or two on the back burner. The Entrepreneur's Toolkit is your chance to make these aspirations a reality. Professor Goldsby provides a detailed roadmap for starting, nurturing, expanding, and eventually selling a business; and he shows how the same valuable skills translate to other spheres of life.--Publisher's website.

Decoding **Entrepreneurship Courses Services**: Revealing the Captivating Potential of Verbal Expression

In a period characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal

expression has emerged as a formidable force. Its capability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Entrepreneurship Courses Services**," a mesmerizing literary creation penned with a celebrated wordsmith, readers attempt an enlightening odyssey, unraveling the intricate significance of language and its enduring effect on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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## Entrepreneurship Courses Services Introduction

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S. Case Study- The Case of the Newborn Nightmare 1.what challenges Dr Maddison is facing? 2. What information does he have so far about the infection? 3. What are some possible causes of skin infections? List ... Chapter 21 Flashcards (review the NEWBORN NIGHTMARE case study). Exfoliative toxin from Staph. aureus. Fever, red raised blistering skin, peeling skin. Culture baby's nose and ... CASE TEACHING NOTES for "The Case of the Newborn ... by A Wade — CASE TEACHING NOTES for "The Case of the Newborn Nightmare" by Andrea Wade. Page 3. ANSWER KEY. Answers to the questions posed in the case ... Solved Newborn nightmare by Andrea Wade, what are the Oct 5, 2019 — Newborn nightmare is a case study done by Dr Andrea wade. Case study focuses on development of mysterious rashes among newborns. The Case of the Newborn Nightmare Oct 10, 2001 — Three newborns left in the care of "Dr. Mark Maddison" have developed a mysterious rash. Under increasing pressure from hospital ... Lab Practical Flashcards In regard to the "Case of the Newborn Nightmare,"

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