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From Business Plans For Dummies, 2nd Edition. By Paul Tiffany, Steven D. Peterson . A well-developed business plan is critical for any start-up business. To develop a thorough business plan, research your customers and competition; avoid mistakes that lead to business failure; and know how to implement a business plan and make it work.

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About the Authors Steven Peterson and Peter Jaret wrote the first edition of Business Plans Kit For Dummies , which was released in 2001. Steven Peterson is founder and CEO of Strategic Play, a management training

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developed and reviewed hundreds of strategic plans for organizations across the country. In addition to Strategic Planning For Dummies, Erica has co-authored Strategic Planning Made Easy: A Practical Guide to Growth and Profitability, and contributes regular columns to local, regional, and national business publications.

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