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Harold Brown Harold Brown Arkansas Law Review Library & Information Science Abstracts Memorie di scienze geologiche Maxcy-Rosenau-Last Public Health and Preventive Medicine: Sixteenth Edition The British National Bibliography Study Abroad 101 America Beyond Black and White The United States Army and Navy Journal and Gazette of the Regular and Volunteer Forces Overpotential Rocket: Eight Lessons to Secure Infinite Growth Issues in Race and Ethnicity Vietnam UC Davis Business Law Journal Symposium Annual Report for the Year Ending ... Cathedral Exit Path: How to Win the Startup End Game Science & Public Policy *Edward Coltrin Keefer Edward Coltrin Keefer Matthew L. Boulton Arthur James Wells Wendy Williamson Ronald Fernandez Matthew N. Eisler Michael J. Silverstein CQ Press John Prados New England Interstate Water Pollution Control Commission Jon Cannon Touraj Parang*

author edward keefer chronicles and analyses the tenure of secretary of defense harold brown who worked to counter the soviet union's growing military strength during the administration of president jimmy carter flush with cash from oil and gas development the soviets came closest to matching the united states in strategic power than at any other point in the cold war threatening to make the u s land based missile force vulnerable to a first strike by most reckonings the kremlin also surpassed the west in conventional arms and forces in central europe creating a direct threat to nato in response brown a nuclear physicist advocated for the development of more technologically advanced weapon systems to offset the soviet military advantage but faced carter's efforts to reign in the defense budget eventually the secretary backed by the jcs the national security adviser and key members of congress persuaded a reluctant carter to increase defense spending for the last two years of his term as a result weapons development such as stealth technology precision guided bombs and cruise missiles went forward these initiatives and more provided a head start for the acclaimed ronald reagan revolution in defense as the author points out there was more continuity than contrast in defense policy between carter and reagan the book also highlights brown's policymaking efforts and his influence on carter as the administration responded to international events such as the middle east peace process the iran revolution and hostage crisis the rise of radical islam negotiations with the soviets over arms limitations the soviet invasion of afghanistan and the creation of a new security framework in the persian gulf region other topics cover policy toward latin america africa china and southeast asia the book is also a history of the defense department including the

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secretary of defense harold brown worked to counter the soviet union s growing military strength during the administration of president jimmy carter the soviet union of the carter years came closest to matching the united states in strategic power than at any other point in the cold war by most reckonings the kremlin surpassed the west in conventional arms and forces in central europe posing a threat to nato in response brown a nuclear physicist advocated more technologically advanced weapon systems but faced carter s efforts to reign in the defense budget backed by the jcs the national security adviser and key members of congress brown persuaded carter to increase the defense budget for the last two years of his term the secretary championed the development and production of new weapons such as stealth aircraft precision guided bombs and cruise missiles these and other initiatives laid a solid foundation for the much acclaimed ronald reagan defense revolution that actually began under carter the book also highlights brown s policymaking efforts and his influence on president carter as the administration responded to international events such as the middle east peace process the iran revolution and hostage crisis the rise of militant islam negotiations with the soviets over arms limitations the soviet invasion of afghanistan and the creation of a security framework for the persian gulf region other topics cover policy toward latin america and africa the book is also a history of the defense department including the continual development of the all volunteer force and the organizational changes that saw improved policy formulation and acquisition decisions provided by publisher

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an exit strategy if implemented early is the surprising secret to ultimate startup success find out why and how to develop one in this comprehensive practical guide from veteran silicon valley dealmaker touraj parang in 2008 touraj parang s award winning startup jaxtr had 10 million users raised nearly 20 million from top tier silicon valley investors and seemed poised to sail straight through the great recession but by january of 2009 jaxtr s only hope for survival was to find a buyer sadly it was too late for that in exit path touraj draws on the lessons learned from that chaotic experience and the extraordinary successes that followed once he and the entrepreneurs he advises made creating and executing an exit strategy a top priority for too long entrepreneurs have been failing to establish the requisite relationships and properly prepare for the most important milestone in their life cycle a sale to an acquirer but in today s hyper competitive and interconnected business world that is no longer an option in this first of its kind comprehensive guide you ll discover the surprising reasons few startups succeed while many fail and you ll learn that implementing an exit strategy early will empower you to take charge of your startup s ultimate fate maximizing its potential for success while mitigating the risks of failure arranged in four sequential parts exit path walks you through actionable steps to devise and execute an effective exit strategy starting with a fresh new perspective on the critical importance of creating a viable sale option for your startup you ll learn why creating your exit strategy is necessary well before you re contemplating an exit regardless of the stage of your startup you ll also discover how to create your own exit plan how to make your plan a reality through personal and business relationships and how to approach and negotiate with acquirers for an outcome best aligned with your values and ambitions should the need arise whether you are an entrepreneur investor or advisor the expert advice and insights in exit path will inspire you to take charge of your startup s destiny and unlock its strategic potential and options over time

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