



Entrecode

David Hall

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A breakthrough study of entrepreneurial success by a leading expert in the field. David Hall spent 20 years researching what makes a successful entrepreneur. This book is the result. David Hall has spent years trying to discover what distinguishes the entrepreneur from the ordinary mortal. He calls this behavioural code the "Entrecode" - a mix of traits, mindsets and abilities which combine to enable true entrepreneurial success. This book describes his quest to crack the code, by years of painstaking research and analysis. It was only when he brought in a sports trainer and neuroscientist from America, that he finally succeeded in identifying the secrets of the Entrecode. David Hall is a well-known British consultant, writer and broadcaster in the field of entrepreneurial skills, and a successful entrepreneur in his own right. In 1992 he won a BAFTA Award for his BBC1 Business series 'Winning' and the UK Premier Business Award for Television for the BBC2 programme 'Get Better or Get Beaten'. He was presented with the Ernst & Young North Region Entrepreneur of the Year Award in the year 2000 for his support of entrepreneurs.

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