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Rather, says veteran entrepreneur Norm Brodsky, there's a mentality that helps street-smart people solve problems and pursue opportunities as they arise. He calls it 'the knack,' and it has made all the difference to the eight successful start-ups of his career.

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About the Book // The Knack: How Street-Smart Entrepreneurs Learn to Handle Whatever Comes Up - New Business Book by Norm Brodsky and Bo Burlingham. People starting out in business tend to seek step-by-step formulas or specific rules for success, but in reality there are no magic

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bullets. Rather, says veteran company-builder Norm Brodsky, there's a mentality that helps street-smart entrepreneurs solve problems and pursue opportunities as they arise.

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Being street smart doesn ' t mean you are ' uneducated ' or

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unintelligent. That is a completely false assertion. I did relatively well at school and have a university degree.

~~Why You Need to Be Street Smart, Not Book Smart | by ...~~

Official book website for The Knack: How Street-Smart Entrepreneurs Learn to Handle Whatever Comes Up, in which two of Inc. magazine's hugely popular columnists - Norm Brodsky and Bo Burlingham - show how small-business people can deal with all kinds of tricky situations. The Knack, by Norm Brodsky and Bo Burlingham, Columnists for Inc. Magazine.

~~Testimonials // The Knack: How Street Smart Entrepreneurs ...~~

Being Street Smart Can Prepare You for Disaster. It would be foolhardy to say that being book smart isn't a

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good thing. But there is a lot to say about the value of being street smart. When you are street smart, you are able to discern when a situation is going south or when a situation is fine and safe. Again, the experience word here is ...

~~7 Ways Being Street Smart Is Different from Being Book ...~~

"Street smart people are able to assess situations and make safe, smart decisions," Singleton says. Often, that means changing the way you planned to go. And that's totally OK.

~~13 Signs You Have Street Smarts & Stay Aware Of Your ...~~

The Knack: How Street-Smart Entrepreneurs Learn to Handle Whatever Comes Up. Bo Burlingham, Norm Brodsky. Random House, Nov

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10, 2009 - Business & Economics -  
288 pages.

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people through the support of top  
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Intelligence gained outside of school. Just as useful as book smarts, and in many cases more so. It can be divided into 4 categories. 1. Getting Along With Others- Knowing which questions to ask and not asking too many, being polite and friendly, but also being assertive. 2. Common Sense- Knowing who you can trust, which areas in town are good and which are bad, etc. 3. Self-defense- Knowing how to ...

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