

From Brainwave to Business: How to Turn Your Brilliant Idea into a Successful Start-Up (Financial Times Series)

Celia Gates



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Shortlisted for the CMI Management Book of the Year, Innovation and Entrepreneurship Category

Award-winning entrepreneur, Celia Gates, shows you how to build a profitable business from your idea, from patenting and prototyping and marketing to sales.

This book offersadvice about business start-ups based on products as well as services. It takes you through prototyping and protecting your idea, in addition to covering all the areas you would usually find in a business start-up book, including raising finance, business planning, sales and marketing etc.

Based on the author's own experience, it gives a realistic and honest understanding of the perils of setting up a business, combining practical advice with stories from the front line.

"If you are an Artist, Designer or Ideas Person looking to understand how a good idea can become a profitable business then this book will help you get off to a great start."

Doug Richard, Dragon Investor, Founder of School for Start-ups

"Compelling insight and fantastic advice from someone who has been there and done it. I'd suggest this book as a must read for all would-be inventors."

Jamie Oliver, freelance journalist (Financial Times, Daily Telegraph)

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