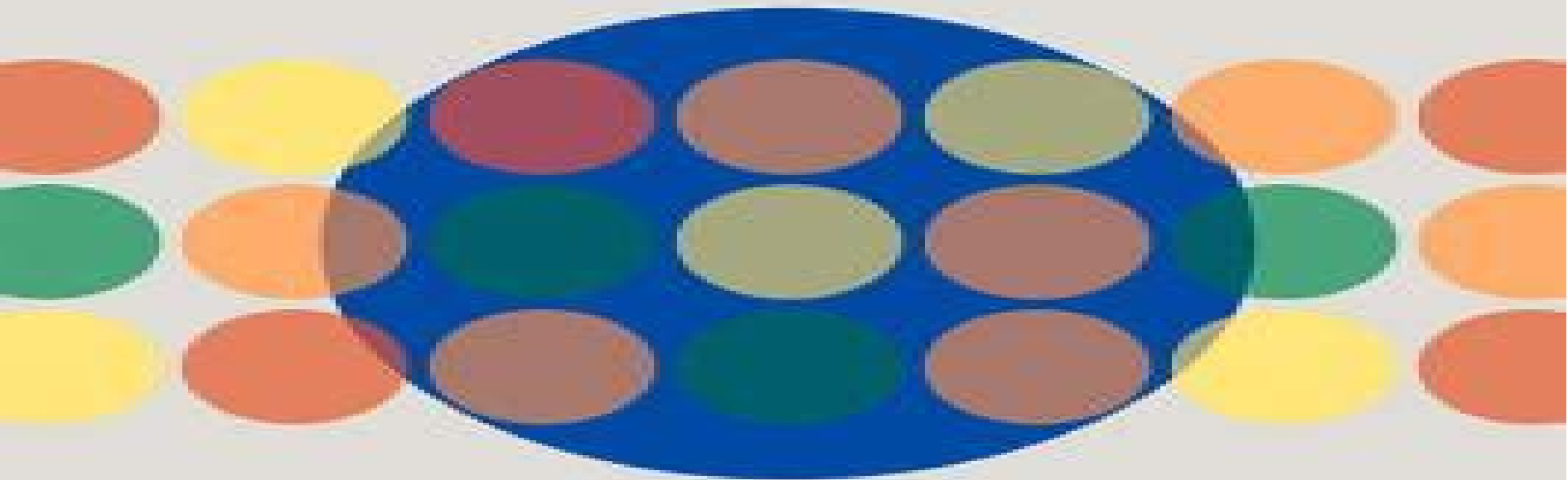


FRANCHISING

How both sides can win



**Chris Edger and
Andrew Emmerson**



Shortlisted
for 2016

Franchising How Both Sides Can Win

Frank P. Jozsa Jr.



Franchising How Both Sides Can Win:

Franchising Chris Edger, Andrew Emmerson, 2015 Thinking of buying a franchise creating your own franchise or franchising a product more effectively Franchising How both sides can win is packed with real life case studies and key insights from the owners and operators of successful franchise systems including Domino s Pizza Costa SSP Spar TGIs Dunkin Donuts SSP H agen Dazs Caf 2U Snappy Snaps Budgens Ramada Encore Burger Lobster GlobalBrand GlassesInc this book is THE essential contemporary guide for aspiring franchisees or ambitious franchisors Drawing upon the extensive academic and operational experience of the authors Chris Edger is a multiple author on service based operational excellence and Andrew Emmerson has led the growth of some of the most successful international franchise systems in recent times this book provides comprehensive advice on how franchisors and franchisees can avoid potential elephant traps and lays out the key success factors that enable both parties to win Written in an informative accessible style without abandoning any of its empirical rigour this book is essential reading for newbie franchisees and franchisors or for anybody working in franchising who wishes to drive outstanding performance Publisher s description **The Complete Idiot's Guide to Franchising** James H. Amos, Jr., 2005 Helping ambitious entrepreneurs fulfill their dreams For the last 35 years franchising has created more small business jobs than any other economic engine in the world Now one of the industry s foremost authorities reveals everything aspiring entrepreneurs need to know in order to profit from this growing industry including how franchising works how to select a specific franchise how to get financing how to become a franchiser and much much more Franchising in America is approaching a trillion dollar business with nearly one half of every retail dollar spent in a franchise store Industry continues to experience double digit growth year after year There are approximately 1 500 franchisors that are responsible for nearly 400 000 sites that employ 8 million people and create 170 000 new jobs a year The pool of potential franchisees is unlimited Author is one of the top names in franchising **Courageous Coaching** Chris Edger, 2019-06-30 All managers need great coaching skills to get the best out of their people quickly but how Courageous Coaching is a ground breaking book that outlines in practical terms how managers acting in a leader coach capacity can quickly raise self awareness and build accountability amongst their subordinates through the unique BUILD RAISE coaching framework Its straightforward style incorporating multiple questions and techniques furnishes all managers with the tools to get the best out of their people This book gives them the coaching skills to courageously challenge shifting mindsets reframing perspectives and stimulating positive behaviours from their people It is the essential coaching guide for every practising and aspiring leader coach *Franchising Relationship* United States. Congress. House. Committee on the Judiciary. Subcommittee on Commercial and Administrative Law, 2000 *The Ultimate Guide to Responsible Franchising* Joe Mathews, 2024-10-15 A no nonsense start to finish roadmap for aspiring franchisees In The Ultimate Guide to Franchising straight shooting author Joe Mathews delivers a practical and hands on how to guide for aspiring franchisees seeking to start

their own businesses In the book you ll explore real life stories from the franchising trenches that illustrate how to effectively look past the obvious and dig deep into the bones of a franchise to establish fit predict success and mitigate risk You ll discover the personality types most likely to experience success and failure at franchising and identify the entrepreneurial traits that can expose you to additional risk You ll also find All the info you need to know about franchising before you start looking for the right fit Strategies for properly and fully investigating a franchise opportunity in your area Techniques for conducting proper diligence to determine a franchisor s skills and viability Perfect for budding entrepreneurs founders and other business minded professionals as well as employees leaders and suppliers to franchise brands who want a better understanding and appreciation for how franchising works The Ultimate Guide to Franchising will earn a place on the bookshelves of anyone serious about opening their own franchise as well as those who have already begun their franchising journeys

Advanced Leader Coaching Chris Edger,Nollaig Heffernan,2020-10-05 Described by Professor Jonathan Passmore Director of the highly regarded Henley Business School Centre for Coaching as a fabulous book written by two highly experienced coaches providing a wealth of details to support the Executive Coach and individual leaders *Advanced Leader Coaching* is the must have reference book and guide for all Executive and Leadership coaches Written by Professor Chris Edger a shortlisted author of multiple books on leadership and coaching and Dr Nollaig Heffernan inventor of the ILM 72 leadership style psychometric test and member of the Centre for Neuroscience UK *Advanced Leader Coaching* provides leading edge insights into the way in which professional or workplace based coaches can optimize Executive and Leadership performance Practical and easy to use it provides coaches with an overarching *Advanced Leader Coaching Model* focused upon accelerating three key leadership factors personal interpersonal and business growth Within these three factors various critical subcomponents are explored personal self awareness mental toughness capacity style and transitioning interpersonal customer employee team and stakeholder and business strategy operations change and innovation Backed up with contemporary concepts models questions and case studies that coaches can use to raise Executive and Leadership performance this book should provide real stimulus and confidence to coaching practitioners who work within this challenging domain Tried and tested by the authors on hundreds of Executives and Leaders over the past decade the approaches techniques and methods outlined in *Advanced Leader Coaching* provide a proven methodology and set of practical tools for any coach engaged with the task of accelerating Executive or Leadership performance

The Franchise Illusion Avery Pennington-Wright,2025-01-22 *Debunking the Franchise Dream A Behind the Scenes Journey* Are you captivated by the idea of owning a franchise believing it to be a gateway to financial freedom and effortless success *The Franchise Illusion Unmasking the Myths of Guaranteed Success* invites you to peer behind the curtain and discover the truths that lie hidden beneath the glossy exterior of franchise ownership Touted as the foolproof business venture franchising seems irresistible a carefully structured model promising growth and stability But what lies beneath that promise of

guaranteed success This book unveils the often overlooked financial realities initial investments ongoing costs and the labyrinth of franchise fees that potential owners must consider More than just figures this guide dives into the heart of the franchisee franchisor relationship It sheds light on the roles responsibilities and limitations that define this dynamic offering practical insights into building a robust partnership Through comprehensive market analysis and strategic location selection readers will learn to align their aspirations with the industry s demands Explore real life case studies that reveal both the triumphs and pitfalls of franchise endeavors By examining these stories you ll be equipped with the wisdom to navigate common challenges from adapting to market changes to managing conflicts within the franchise ecosystem Ready to turn knowledge into action Discover critical strategies for choosing the right franchise and preparing for ownership Whether you re considering scaling your business or planning an exit strategy this book provides essential guidance to pave your path Let this book be your mentor as you traverse the franchise landscape armed with insider knowledge to transform illusion into informed decisions Grab your copy today and uncover the reality behind the dream

Outstanding Operations Directors

Chris Edger,2021-07-19 Are you an ambitious Area Manager who wants to get to Operations Director OD level Are you an existing OD who wants to out perform your competitive set Are you a recruiter or developer of ODs who wants to accelerate their impact or performance If so this book the first of its kind on this role is a must read book for you Why Firstly it is packed with 31 Case Studies from twenty seven CEOs MDs and ODs from some of the UK s leading multi site hospitality companies including Stonegate Group McDonalds Caffè Nero Mitchells and Butlers Punch Pubs Co Greene King Everards St Austell Whitbread Parkdean Resorts TGI Friday s Marston s Creams Cafes Tesco Cafes Hawthorn Leisure etc which will give you valuable insights into what the best ODs do Secondly it highlights the top nine OD competencies coupled with twenty seven practices which if mastered turbocharge OD impact Thirdly it provides aspiring ODs and their developers with an integrated Outstanding OD Model and framework explained in detail throughout the book which can be used as a developmental route map

Coaching Senior Hires

Chris Edger,Martin Tucker,2019-06-30 External Senior Hires are expensive Also research has shown that 36% experience OUTRIGHT FAILURE whilst 60% have DELAYED PERFORMANCE issues Why The reasons include poor selection decisions and or risible onboarding programmes which fail to get Senior Hires ignited fast enough This book the first of its kind in this area advances practical solutions and a defined methodology TARGETED TRANSITIONAL COACHING TTC focuses upon resolving the BIG 6 TASKS faced by Senior Hires and helps organisations to transition Senior Hire potential into performance QUICKLY

Brands and Branding

Stephen Brown,2016-08-17 A fun and humorous introductory book written in Stephen Brown s entertaining and highly distinctive style that introduces curious readers to the key components of brands and helps them to begin to make sense of them what they are what they do why and how using plenty of examples and references drawn from a wide range brands such as Amazon Apple Google Gucci Nike Nintendo Starbucks Swatch and The Worst Hotel in the World With 3 000 branding books

published each year why would you or your students want to read Brands Branding Here are seven reasons why It s introductory aimed at undergraduate students or postgrads without a bachelor degree in business and assumes nothing more than readers awareness of high profile brands such as Coca Cola Microsoft and Chanel It s indicative focusing on the basics and thus being a more reliable revision aid than Lucozade It s immersive taking readers on a journey and working on the assumption that they have smartphones or tablet computers to hand the print text links to images articles and academic publications to give emphasis and context where appropriate It s inclusive considering articles and reports but also blogs novels newspapers reviews social media and other sources It s irreverent branding is not always a deadly serious business It s intimate Stephen speaks to you directly and together you will pick your way through the sometimes weird and unfailingly wonderful world of brands and branding using examples rather than abstract ideas to illustrate points It s inspirational celebrating the curious and successful stories of brands from Cillit Bang to Cacharel Suitable for first and second year marketing or advertising students and for those new to or interested in branding and who are keen to know more

Professional Area Management Chris Edger,2014-09-30 Building upon his earlier book *Effective Multi Unit Leadership* described by the *Leadership and Organization Journal* as one of the key books of its kind for this decade Professor Chris Edger has produced a book that clearly defines and outlines the professional practice of outstanding retail Area Managers Bursting with real life Case Studies this book will be essential reading for General Managers who aim to go further up the chain of command and Area Managers who want to be the best Professor Edger outlines how Area Managers can close down the distance between themselves and their units in order to optimise performance Without abandoning academic rigor he produces essential how to checklists for the ambitious GM or Area Manager that can be applied out in the field This book is a must read for those that aspire to become great retail Area Managers

Branding Brazil Leslie L. Marsh,2021-05-14 Branding Brazil examines a panorama of contemporary cultural productions including film television photography and alternative media to explore the transformation of citizenship in Brazil from 2003 to 2014 A utopian impulse drove the reproduction of Brazilian cultural identity for local and global consumption cultural production sought social and economic profits especially greater inclusion of previously marginalized people and places Marsh asserts that three communicative strategies from branding promising progress cultivating buy in and resolving contradictions are the most salient and recurrent practices of nation branding during this historic period More recent political crises can be understood partly in terms of backlash against marked social and political changes introduced during the branding period Branding Brazil takes a multi faceted approach weaving media studies with politics and cinema studies to reveal that more than a marketing term or project emanating from the state branding was a cultural phenomenon

Forging the Franchise Dawn Langan Teele,2018-09-18 The important political motivations behind why women finally won the right to vote In the 1880s women were barred from voting in all national level elections but by 1920 they were going to the polls in nearly thirty countries

What caused this massive change Why did male politicians agree to extend voting rights to women Contrary to conventional wisdom it was not because of progressive ideas about women or suffragists pluck In most countries elected politicians fiercely resisted enfranchising women preferring to extend such rights only when it seemed electorally prudent and in fact necessary to do so Through a careful examination of the tumultuous path to women s political inclusion in the United States France and the United Kingdom Forging the Franchise demonstrates that the formation of a broad movement across social divides and strategic alliances with political parties in competitive electoral conditions provided the leverage that ultimately transformed women into voters As Dawn Teele shows in competitive environments politicians had incentives to seek out new sources of electoral influence A broad based suffrage movement could reinforce those incentives by providing information about women s preferences and an infrastructure with which to mobilize future female voters At the same time that politicians wanted to enfranchise women who were likely to support their party suffragists also wanted to enfranchise women whose political preferences were similar to theirs In contexts where political rifts were too deep suffragists who were in favor of the vote in principle mobilized against their own political emancipation Exploring tensions between elected leaders and suffragists and the uncertainty surrounding women as an electoral group Forging the Franchise sheds new light on the strategic reasons behind women s enfranchisement

Coaching Star Performers Chris Edger,2019-01-31 Most business coaching books take a generic approach advancing catch all models and concepts for all employees But different employee cohorts have different coaching needs This book addresses a crucial managerial segment namely Star Performers small in number but highly critical to organizational energy innovation and growth Highly ambitious goal orientated and driven they are on the face of it relatively easy to read and understand However Star Performers often hide a dirty little secret The origins of their success owe more to negative rather than positive drivers They are inwardly at least less resilient than they outwardly seem Fear paranoia self doubt and self loathing are frequently the negative feelings and motivators that cause Star Performers to over index outperforming their competitive set However in the end these drivers can lead to major issues burn out addiction and or major conflict with other stakeholders This book explores how coaches can explore the hidden and blind selves of Star Performers to reframe these negative drivers into positive forces enabling Star Performers to add value on a more sustainable basis

The Role of Small Business in Franchising United States. Congress. House. Permanent Select Committee on Small Business. Subcommittee on Minority Small Business Enterprise and Franchising,1973

So, You Bought a Franchise. Now What? David Roemer,2022-06-20 Are you a franchisee or small business owner If so you need this book Are you are looking for practical advice and tools to help you achieve more success If so you need this book Included are stories and advice from franchisees and operators who have built successful franchise businesses as well as business experts Their contributions add to the practical nature of the information In these pages you will learn how to Achieve your goals Build a great team Have happier customers Make a lot more money Build a business with incredible value

And much more **The Ohio Gas and Oil Men's Journal** ,1921 **The Franchise: New York Rangers** Rick Carpieniello,2023-10-24 In *The Franchise* New York Rangers take a more profound and unique journey into the history of an iconic team This thoughtful and engaging collection of essays captures the astute fans history of the franchise going beyond well worn narratives of yesteryear to uncover the less discussed moments decisions people and settings that fostered the team s iconic identity Through wheeling and dealing mythmaking and community building explore where the organization has been how it got to prominence in the modern NHL landscape and how it ll continue to evolve and stay in contention for generations to come Rangers fans in the know will enjoy this personal local in depth look at hockey history **National Basketball Association Franchises** Frank P. Jozsa Jr.,2017-02-09 This book examines the development and organization of the NBA and its clubs how each club has performed in seasons and postseasons and to what extent each has prospered and succeeded as a business enterprise despite competition for market share from other types of entertainment Each chapter contains two core themes Team Performance and Franchise Business The former highlights how teams won division and conference titles and NBA championships while the latter analyzes and compares financial data including revenue gate receipts and operating income The book also explores such things as when each franchise organized and why it joined the NBA a brief profile of its current majority owner or ownership group records of teams special coaches and players attendances at home games and how their arenas rank as venues for fans This book explains why particular teams located in very large large mid-sized or small markets win more games and titles than others and when and how frequently this occurs In addition it provides ways to individually and by division or conference compare basketball franchises from a financial perspective **The Franchise Affair** Josephine Tey,2023-11-10 In *The Franchise Affair* Josephine Tey crafts a compelling mystery that intricately weaves themes of truth justice and societal perceptions of femininity The novel set in post war England revolves around the lives of two women who find themselves accused of kidnapping a teenager Tey s sharp prose and keen psychological insight illuminate the social mores of the 1940s as she deftly unfolds a narrative that challenges notions of culpability and the reliability of eyewitness accounts The book is notable for its rich character development and suspenseful plot twists making it a timeless work within the crime fiction genre Josephine Tey a pseudonym for Elizabeth Mackintosh was a significant figure in the Golden Age of Detective Fiction Her experiences as a playwright and her deep engagement with psychological themes informed her writing Tey s exploration of the intricacies of human behavior and her skepticism toward conventional morality reflect her progressive views on gender and society which were often ahead of her time These factors undoubtedly influenced her creation of *The Franchise Affair* as she sought to critique and examine legal and social injustices I highly recommend *The Franchise Affair* for readers who appreciate richly layered narratives that delve into the complexities of human nature and societal critique Tey s blend of suspense and social commentary offers a captivating reading experience that resonates with modern audiences making it a classic worth revisiting

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