



# **Summary : The Silicon Valley Way - Elton B. Sherwin, Jr.: Discover the Secret of America's Fastest Growing Companies**

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**Complete summary of Elton B. Sherwin, Jr.'s book: "The Silicon Valley Way: Discover the Secret of America's Fastest Growing Companies".**

This summary of the ideas from Elton B. Sherwin, Jr.'s book "The Silicon Valley Way" describes how the experienced and successful Silicon Valley decision makers have developed a set of questions in order to evaluate the viability of new business concepts. In his book, the author presents 44 questions used by Silicon Valley, covering areas such as marketing, products and strategies, which will tell you if these ideas are worth developing or not. This summary is a must-read for any manager who would like to learn from the decision-making secrets of the most powerful and successful business leaders of today.

**Added-value of this summary:**

- Save time
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**To learn more, read "The Silicon Valley Way" and never make a bad decision again thanks to the Silicon Valley techniques.**

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