



Entrepreneurs in Every Generation: How Successful Family Businesses Develop Their Next Leaders

Allan Cohen, Pramodita Sharma

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Companies that are owned and run by families need to develop leadership and entrepreneurial skills just like any other company, but family firms face obstacles that “hire and fire” companies don't. Family dynamics rarely perfectly mirror the best practices in the latest Harvard Business Review. So what factors in the family and work environments enable the creation of leaders who share the entrepreneurial fire of the founders? Allan Cohen and Pramodita Sharma, scholars with deep professional and personal roots in family businesses, draw on extensive global research to reveal the secrets of enterprising families, using examples of both firms that flourished and those that failed. Cohen and Sharma offer profoundly practical advice that will ensure family businesses thrive into the next century.

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