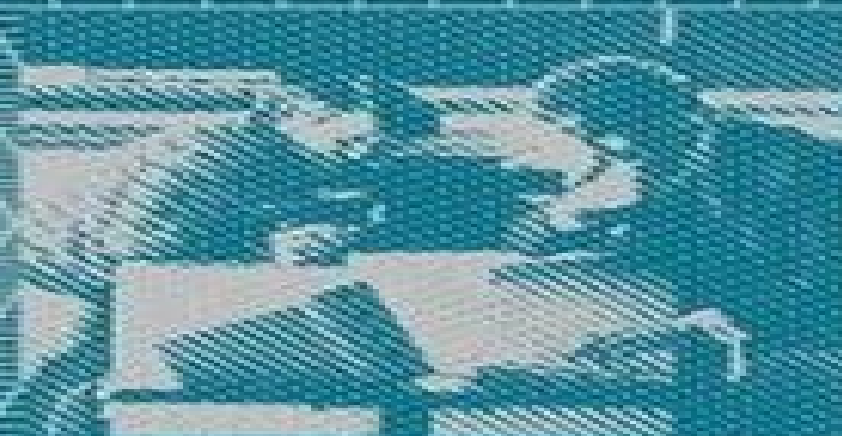


Edward B. Roberts

ENTREPRENEURS IN HIGH TECHNOLOGY



LESSONS FROM MIT AND BEYOND

Entrepreneurs In High Technology Lessons From Mit And Beyond

**Antonella Zucchella, Birgit
Hagen, Manuel G. Serapio**



Entrepreneurs In High Technology Lessons From Mit And Beyond:

Entrepreneurs in High Technology Edward B. Roberts, 1991-08-22 The ingredients for success in starting and developing a technology based company aren't obvious Why for example did Digital Equipment Corporation succeed and indeed become one of the most successful high tech corporations in the world while dozens of other companies with similar beginnings fail It is a question that demands careful consideration by anyone setting up a new company or who is interested in starting one In *Entrepreneurs in High Technology* Edward Roberts a Professor at the MIT Sloan School of Management offers entrepreneurs a goldmine of information on starting financing and expanding a high tech firm His book reveals the results of research conducted over twenty five years on several hundred high tech firms and it reflects the insights of the author's own first hand experience as a company founder director and venture capitalist Focusing on firms in the Greater Boston area many of which have had technological links with MIT Roberts traces the origins and the evolution of the high technology failures and successes He examines the work experience and family backgrounds of successful technical entrepreneurs their sources of funding and the ways they respond to the challenge of business growth He compares the track records of firms with multi founder teams and firms with individual founders contrasts the performance of consulting firms and research and development contractors against companies that start out with a product identifies the factors that limit an enterprise's ability to raise outside capital and explores the critical influence of marketing orientation on successful companies In a penetrating analysis of highly successful ventures the author reveals the importance of strategically transforming the company to a market oriented focus and he examines the widespread tendency even among the most successful high tech firms to displace the founder before the company achieves super success For anyone planning to start a technology based enterprise *Entrepreneurs in High Technology* is essential reading an invaluable preview of the financial organizational and marketing issues that confront every new high tech venture For business and technology watchers it is an informative account of the promise and the perils entailed in bringing innovative ideas to the marketplace [Entrepreneur's Toolkit](#), 2004-12-01 From the basics of writing a business plan to the challenges of developing a marketing and sales program this is the essential resource for success with a new venture Drawing on rich content from Harvard Business School Publishing and other sources this concise guide is carefully crafted to provide a highly practical resource for readers with all levels of experience and will prove especially valuable for the new manager *Entrepreneurship in Biotechnology* Martin Grossmann, 2012-12-06 Research and development of novel medicines for human therapy commonly takes over a decade before significant revenues from sales are forthcoming How can biotechnology companies be founded and grow successfully in an industry with such extended innovation processes The book investigates this problem and distinguishes three growth phases From incorporation and start up through collaborative R D with large pharmaceutical firms to value creation from R D pipelines to Public Offerings and product marketing In this book a dynamic simulation model for testing different decision

making strategies is developed For each phase the author identifies decision rules that provide for successful corporate growth VC Tom Nicholas,2019-07-09 From nineteenth century whaling to a multitude of firms pursuing entrepreneurial finance today venture finance reflects a deep seated tradition in the deployment of risk capital in the United States Tom Nicholas s history of the venture capital industry offers a roller coaster ride through America s ongoing pursuit of financial gain **Creating Competitiveness** David B. Audretsch,Mary Walshok,2013-02-01 Although competitiveness is typically associated with firms they are not the only organizational body whose performance is dependent upon competitiveness This poignant and insightful book focuses on how the varied economic performance of cities and regions both within nations as well as across nations during the era of the Great Recession also highlights the need for competitiveness Competitive cities and regions enjoy a superior economic performance while their less competitive counterparts experience poorer economic growth and increasing unemployment Using leading frameworks this study provides applications and case studies about what shapes the competitiveness of places in an international context Specific policies that enhance local competitiveness are identified and analyzed Scholars of regional economics urban economics urban planning and public policy as well as policymakers will find plenty of invaluable information in this invigorating book *The Eighteenth International Conference on Management Science and Engineering Management* Jiuping Xu,Noor Azina Binti Ismail,Sophie Dabo-Niang,Mohamed Hag Ali Hassan,Asaf Hajiyevev,2024-08-03 The proceedings of the Eighteenth ICMSEM cover a wide range of areas including hot management issues in Engineering Science It provides newest and frontier ideas and research achievements in the area of Management Science and Engineering Management to researchers and practitioners The work contains both theoretical and practical studies of Management Science in the Computing Methodology showing the advanced management concepts computing technologies for decision making problems with large uncertain and unstructured data Research in this proceeding will show the new changes and challenges in the decision making procedure as we have entered the big data era Theoretical studies of this proceedings will present the new technologies of analysis capture search sharing storage transfer visualization and privacy violations as well as advances in integration of optimization statistics and data mining This proceeding also contains practical studies in the real decision making scenarios when facing large uncertain or unstructured data The readers who are interested in related fields of can benefit from the proceedings for the new ideas and research direction *Disciplined Entrepreneurship Workbook* Bill Aulet,2017-03-17 The essential companion to the book that revolutionized entrepreneurship Disciplined Entrepreneurship Workbook provides a practical manual for working the 24 step framework presented in Disciplined Entrepreneurship Unlocking key lessons and breaking down the steps this book helps you delve deeper into the framework to get your business up and running with a greater chance for success You ll find the tools you need to sharpen your instinct engage your creativity work through hardship and give the people what they want even if they don t yet know that they want it Real world examples illustrate the framework in action and case studies

highlight critical points that can make or break you when your goal is on the line Exercises and assessments help you nail down your strengths while pointing out areas that could benefit from reinforcement because when it comes to your business good enough isn't good enough better is always better Disciplined Entrepreneurship transformed the way that professionals think about starting a company and this book helps you dig into the proven framework to make your business dreams a reality Delve deeper into the 24 steps to success Innovate persevere and create the product people want Internalize lessons learned from real world entrepreneurs Test your understanding with exercises and case studies The book also includes new material on topics the author has found to be extremely useful in getting the most value out of the framework including Primary Market Research Windows of Opportunity and Triggers The book also introduces the Disciplined Entrepreneurship Canvas to track your progress on this journey Starting a company is a serious undertaking with plenty of risk and sacrifice to go around so why not minimize the risk and make the outcome worth the sacrifice Author Bill Aulet's 24 step framework is proven to build a successful business the key is in how well you implement it Disciplined Entrepreneurship Workbook helps you master the skills tools and mindset you need to get on your path to success

International Entrepreneurship

Antonella Zucchella, Birgit Hagen, Manuel G. Serapio, 2023-08-14 Thoroughly revised and updated International Entrepreneurship explains the opportunities and challenges facing internationalising entrepreneurial ventures With a new section on international sustainable entrepreneurship and new cases and examples throughout this second edition of a successful textbook will be indispensable for students of international entrepreneurship Global Entrepreneurship, Institutions and Incentives Zoltán J. Ács, 2015-12-18 This book presents some of Zoltán J. Ács's most important contributions since the turn of the new millennium with a particular intellectual focus on knowledge spillover entrepreneurship It studies the evolution of global entrepreneurship and pays attention to the role of institutions and the incentives they create for economic agents who become either productive or unproductive entrepreneurs For productive entrepreneurs those that create wealth for themselves and for society the author offers a knowledge spillover theory of entrepreneurship as a new way to help understand the entrepreneurial ecosystem For those that create wealth only for themselves the author develops a theory of destructive entrepreneurship that undermines the entrepreneurial ecosystem The book also presents an explanation of the role of philanthropy in reconstituting wealth to complete the circuits of capital in the theory of capitalist development Finally the author examines several public policy issues including immigration and technology transfer This volume will be required reading for students and scholars of entrepreneurship economics and public policy

Build a Successful Business: The Entrepreneurship Collection (10 Items)

Joe Knight, Anjali Sastry, Anthony K. Tjan, Raymond Sheen, Jeff Weiss, 2016-09-20 Learn what it takes to build a great business with this digital collection curated by Harvard Business Review it contains everything you need to know about entrepreneurship from leadership traits and a willingness to fail to financial intelligence and tips for building a business case Includes Financial Intelligence for Entrepreneurs Fail Better Heart Smarts Guts and

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Innovation, Entrepreneurship, and Technological Change Albert N. Link,Donald S. Siegel,2007-06-07 A comprehensive and integrative overview of the current thinking on innovation entrepreneurship and technical change written from an economics perspective for academics graduate and advanced undergraduate students of Business Studies Economics Entrepreneurship and Innovation Studies

Entrepreneurial Strategies Arnold Cooper,Sharon Alvarez,Alejandro Carrera,Luiz Mesquita,Roberto Vassolo,2009-02-04 This book presents a series of studies from different scholars looking at entrepreneurial strategies and innovation in emerging market economies Represents the view of the entrepreneur in local as well as multinational corporations Focuses on how entrepreneurial activities can take advantage of new technologies in emerging market economies Considers how companies operating in EMEs can cope with the main environmental constraints Written in an accessible style free from jargon and does not require any prior technical knowledge

Green Entrepreneur Handbook Eric Koester,2016-04-19 Written by a practicing business attorney with startup experience in the environmental and technology sectors this comprehensive handbook assists entrepreneurs in tackling the wide variety of opportunities to go green A one stop resource for entrepreneurs it helps readers incorporate clean technology environmental practices and green business approaches into the work environment The book discusses how to sell to utilities explores fundraising outlets for green businesses covers government incentives presents key startup tools aimed at green businesses and addresses challenges of many new businesses such as raising money and making sales Additional resources are available on the book s website

Comparative Entrepreneurship D. Hugh Whittaker,2009-03-12 Are entrepreneurs essentially the same everywhere Are the processes of entrepreneurship similar Or are they shaped by their environments If so how This study brings insights from entrepreneurship to comparative institutions and varieties of capitalism and vice versa and draws on two surveys and 25 case interviews in both the UK and Japan

Entrepreneurship George Vozikis,Timothy Mescon,Howard Feldman,Eric W Liguori,2014-12-18 The authors present core concepts of entrepreneurship in an easy to follow logical sequence Starting with basic definitions and an overarching conceptual framework in Part I the book then addresses topics pertaining to Venture Initiation Part II Venture Management Part III and Venture Development Part IV Each chapter contains a case study in which a real life entrepreneur who confronts the issues of growth and competition is followed Venture initiation and development are key components of this book Entrepreneurship has all the standard features that entrepreneurs in training need The book s strength however lies in the clear straightforward and logical manner in which the various topics within this complex subject are presented The book also includes learning objectives outlines terms and review questions

The Fountain of Knowledge Shiri M. Breznitz,2014-07-30 Today universities around the world find themselves going beyond the traditional roles of research and teaching to drive the development of local economies through

collaborations with industry At a time when regions with universities are seeking best practices among their peers Shiri M Breznitz argues against the notion that one university's successful technology transfer model can be easily transported to another Rather the impact that a university can have on its local economy must be understood in terms of its idiosyncratic internal mechanisms as well as the state and regional markets within which it operates To illustrate her argument Breznitz undertakes a comparative analysis of two universities Yale and Cambridge and the different outcomes of their attempts at technology commercialization in biotech By contrasting these two universities their unique policies organizational structure institutional culture and location within distinct national polities she makes a powerful case for the idea that technology transfer is dependent on highly variable historical and environmental factors Breznitz highlights key features to weigh and engage in developing future university and economic development policies that are tailor made for their contexts *Campus Companies* Desmond M. Blair, David M.W.N. Hitchens, 2018-12-14 First published in 1998 this volume explored the recent growth in university based commercial start up companies as a means of applying research in industry and as an alternative method of funding Blair and Hitchens melded the practical experiences of universities with more theoretical understandings of technology transfer to assess whether it is more effective for universities to make commercial use of their research themselves as opposed to licensing whether this is an effective way to get research applied by industry and the economic implications of these decisions Drawing on the experiences of 25 universities of which 18 are in the UK and Ireland and including a detailed study of the QUBIS Group from Queen's University of Belfast the authors explore universities deliberate commercial exploitation of their research through university spin off companies the potential stresses on staff who are simultaneously academics and entrepreneurs along with universities attitudes to the practice and possible managerial strategies *Handbook of Research on Entrepreneurs* ♦ *Engagement in Philanthropy* Marilyn L. Taylor, Robert J. Strom, David O. Renz, 2014-06-27 Currently very little academic research exists on the intersection of entrepreneurship and philanthropy This unique Handbook fills that gap exploring how and why entrepreneurs who drive success in the for profit world become engaged in philanthropy *Pathways to High-Tech Valleys and Research Triangles* Willem Hulsink, J. J. M. Dons, 2008-05-23 About the book The contents of most of the chapters included in this volume were originally presented and discussed during the academic workshop High tech Valleys and Research Triangles in the East of the Netherlands and elsewhere held on 30 November and 1 December 2005 at the Wageningen International Congress Centre WICC in the Netherlands At that time we had an informal agreement with Rob Bogers series editor of the Wageningen UR Frontis book series that if the quality and quantity of the talks and papers at the seminar would be sufficient and if there was willingness among the potential authors an edited book volume based upon the results of the workshop would be a possibility After the workshop when we had a critical mass of ten chapters and a dedicated group of committed authors the book project was given the green light As editors we realized that there were still a couple of topics and themes missing and when we had

found colleagues for these four additional chapters that needed to be written our Frontis book was on the roll Although most of the time it was great fun the whole process of writing reviewing rewriting editing and proofreading took a lot of time much more time than we originally had foreseen We would like to thank all authors of the fourteen chapters of this book for their excellent contributions **Ebook: Entrepreneurship** KIRBY,2002-07-16 Ebook Entrepreneurship

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