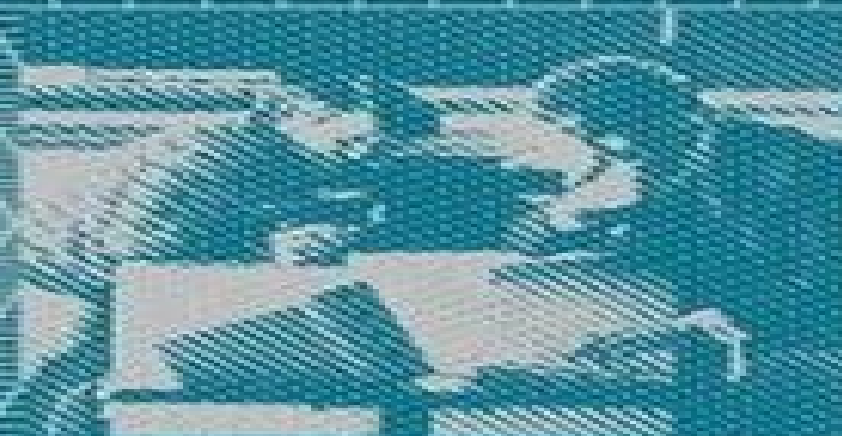


Edward B. Roberts

# ENTREPRENEURS IN HIGH TECHNOLOGY



LESSONS FROM MIT AND BEYOND

# Entrepreneurs In High Technology Lessons From Mit And Beyond

**Martin Grossmann**



## **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.

**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. Innovation and Entrepreneurship J. R. Bessant, John Bessant, Joseph Tidd, 2011-05-16 Developed for courses at both undergraduate and postgraduate level, *Innovation and Entrepreneurship* is an accessible introductory text written primarily for students of business and management studies. The book is also suitable for

engineering students studying courses in business and management Contemporary issues in both innovation and entrepreneurship are used to engage and excite students and lead them to the relevant theory models and lessons The authors have created a new text which includes Fully integrated contemporary themes in innovation such as sustainability social entrepreneurship and creating new ventures A focus on the role of individual entrepreneurship and organizational innovation in private and public services Contemporary cases from areas including new media computer gaming internet services and public and social innovation cases

**Handbook of Research on Techno-Entrepreneurship, Second Edition** François Thérin, 2014-01-31 With chapters focusing on China India Southeast Asia and South America the Handbook explores views on the new hot spots in techno entrepreneurship development

**Start Up a Business Digital Book Set** Bill Aulet, Joel Libava, Scott Gerber, Steve Gillman, 2014-05-14

**Handbook of Research on Entrepreneurship in the Contemporary Knowledge-Based Global Economy** Baporikar, Neeta, 2015-10-21 The rapid rise of knowledge based economies has revolutionized the perceptions and practices of globalized business Recent developments in engineering electronics and biotechnology have expanded the very definition of entrepreneurship in today's international market weaving discussions of enhanced connectivity and communication environmental sustainability and government policy changes into a complex multidimensional conversation The Handbook of Research on Entrepreneurship in the Contemporary Knowledge Based Global Economy provides a comprehensive survey of the most recent developments in the field of entrepreneurship highlighting their effects on information technology business networking knowledge production distribution and organization This timely publication features extensive coverage of the fast developing entrepreneurial field illuminating recent technological social and strategic innovations in language that is accessible for a worldwide audience of business educators researchers and students This authoritative text showcases research based articles on entrepreneurship for knowledge economies academic entrepreneurship women and entrepreneurship entrepreneurship education organizational learning ability innovations in industry agriculture and management and the evolution of a new all inclusive corporate culture

**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

**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 Luck Entrepreneur s Toolkit HBR on Entrepreneurship HBR Guide to Building Your Business Case HBR Guide to Negotiating How I Did It and the Harvard Business Review articles Five Stages of Small Business Growth and Why Entrepreneurs Don t Scale An Assessment of the SBIR Program at the National Institutes of Health National Research Council,Policy and Global Affairs,Committee for Capitalizing on Science, Technology, and Innovation: An Assessment of the Small Business Innovation Research Program,2009-04-02 The SBIR program allocates 2.5 percent of 11 federal agencies extramural R D budgets to fund R D projects by small businesses providing approximately 2 billion annually in competitive awards At the request of Congress the National Academies conducted a comprehensive study of how the SBIR program has stimulated technological innovation and used small businesses to meet federal research and development needs Drawing substantially on new data collection this book examines the SBIR program at the National Institutes of Health and makes recommendations for improvements Separate reports will assess the SBIR program at DOD NSF DOE and NASA respectively along with a comprehensive report on the entire program *Entrepreneurship* John R. Bessant,Joe Tidd,2018-05-29 Successful entrepreneurship requires a specialized mix of innovation drive business acumen and communication an entrepreneur sees the potential and pitfalls in any idea and understands the product the market and the business climate well enough to make smart decisions for the venture This book is designed to go beyond the nuts and bolts of entrepreneurship and help students develop the critical foundation referred to as entrepreneurial thinking Organized to align with the typical flow of development the text allows students to develop their own ideas alongside each lesson Coverage of goals opportunities and resources includes detailed discussion of venture funding financial resources and the relationships needed to get an idea off of the ground subsequent chapters include clear guidance on keeping the momentum going through product development enterprise growth value creation and the evolution of the business model Based on the latest research and providing a truly global perspective this book gives students a comprehensive real world foundation in entrepreneurship today *Competence of Top Management Teams and Success of New Technology-Based Firms* Jan Brinckmann,2008-01-17 Jan Brinckmann analyzes how competencies of founders of new technology based firms affect the development of their ventures The research is grounded in competence related literature and combines insights from entrepreneurship and management research *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

**Regional Development and Conditions for Innovation in the Network Society** M. S. van Geenhuizen, David V. Gibson, Manuel V. Heitor, 2005 Building on the idea of inclusive learning which entails a process of shared prosperity across the globe this work looks at fundamental changes at the start of the new millennium as innovation is gaining increasing importance for local economic prosperity and the emergence of learning societies

Crowdsourcing: Concepts, Methodologies, Tools, and Applications Management Association, Information Resources, 2019-05-03 With the growth of information technology many new communication channels and platforms have emerged This growth has advanced the work of crowdsourcing allowing individuals and companies in various industries to coordinate efforts on different levels and in different areas Providing new and unique sources of knowledge outside organizations enables innovation and shapes competitive advantage Crowdsourcing Concepts Methodologies Tools and Applications is a collection of innovative research on the methods and applications of crowdsourcing in business operations and management science healthcare education and politics Highlighting a range of topics such as crowd computing macrotasking and observational crowdsourcing this multi volume book is ideally designed for business executives professionals policymakers academicians and researchers interested in all aspects of crowdsourcing

**Entrepreneurship and Knowledge Exchange** Jay Mitra, John Edmondson, 2015-04-17 Over the last several decades there has been a growing interest in the relationship between entrepreneurship and university industry collaboration namely how such cooperation can benefit entrepreneurship development at individual national and regional levels While there are several refereed journal articles on different aspects of university industry cooperation most studies dwell primarily on instruments such as spin offs incubators and graduate entrepreneurs This collection offers the first book length compendium of international comparative perspectives on university industry cooperation Entrepreneurship and Knowledge Exchange explores insights from a wide variety of countries of relevance to researchers as well as policy and decision makers especially those working in developing economies Seminal contributions from top academics in the field such as Alan Gibb Peter Scott and Mary Walshok are included The issues of knowledge transfer entrepreneurship and regional national economic regeneration have inspired countless programs and initiatives at national and regional levels and the chapters in this book examine these initiatives providing both a reference work and a record of practical experience

*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 *Risk and Innovation* National Academy of Engineering, 1995-12-14 Smaller technically oriented companies often assume types of risk and an amount of risk that is not often tolerated by large companies In the United States both consumers and companies depend on smaller high tech companies to explore the commercial application of technology in potential emerging and small markets This book through comparison of six industries in which small companies play a critical role explores the principal economic function of small high tech companies to probe explore and sometimes develop the frontiers of the U S economy in search of unrecognized or otherwise ignored opportunities for economic growth and development 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



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