The Tech Entrepreneurs Survival Guide

The Tech Entrepreneur's Survival Guide: How to Bootstrap Your Startup, Lead Through Tough Times, and Cash In for SuccessEntrepreneurs in High TechnologySmall BusinessSurvive and ThriveGlobal Entrepreneurship, Institutions and IncentivesTechnology Entrepreneurship And Business Incubation: Theory, Practice, Lessons LearnedTech Startup Ideas: a Survival Guide for Startups in the Era of Tech GiantsHandbook of Research on Artificial Intelligence, Innovation and EntrepreneurshipTechnology ReviewAdvances in Computers, Electronics and MechatronicsECEI2009- 4th European conference on entrepreneurship and innovationProceedings, Managing the High Technology FirmJournal of Small Business and EntrepreneurshipManaging the High Technology FirmCapitalist Technology for Soviet SurvivalThe Start-up Survival GuideTen Survival Skills for a World in FluxFacilitating Opportunity Development: Increasing Understanding of the Lean Startup Approach in Early Stage High-Tech EntrepreneurshipThe Entrepreneur's Survival GuideFrontiers of Entrepreneurship Research Bernd Schoner Edward B. Roberts D. J. Storey Joshua Gans Zoltán J. Ács Phillip H Phan Columbus Benscoter Elias G Carayannis Prasad Yarlagadda Johan Breat Luis R. Gomez-Mejia Luis R. Gomez-Mejia Philip Vander Elst Chris J. Lilly Tom Fletcher Christian Kählig John J. Cullinane

most technology startups never make it to the funding stage and only a small percentage of those that are venture backed generate a positive return for their investors an even smaller number of startup founders enjoy a truly prosperous exit bernd schoner cofounded his tech startup during the dot com bust navigated it through market crises and internal turmoil brought it through the global financial meltdown intact and eventually sold it to a multibillion dollar multinational public technology company in the tech entrepreneur s survival guide bernd shares what he learned and what he wished he knew at the time he explains the major phases in a technology company s life cycle helping entrepreneurs avoid common pitfalls and survive crises when they strike he guides readers from the initial bootstrapping process through venture capital financing and provides valuable advice on how to sell a technology company profitably even in a challenging economic environment every chapter presents solutions to realworld issues that could otherwise have fatal consequences for a tech venture aspiring tech entrepreneurs will learn to set up shop build the team assemble necessary startup assets including technology and intellectual property get legal and financial affairs in order secure capital ask for money nail the term sheet ask for more money get out know when to sell who to sell to and how to make it a happy exit for all stakeholders including the employees written with deep insight refreshing candor and a dash of humor this comprehensive guide to the often harsh realities of startup life is indispensable for entrepreneurs at any stage praise for the tech entrepreneur s survival guide a genuine narrative from the field with battle scars and self reflection reading this book will help you avoid many pitfalls nicholas negroponte professor at the massachusetts institute of technology media lab there s a lot of great insights and practical advice for the entrepreneur in this book stuff you normally won t read or hear unless you buy some hard bitten company founder a few drinks if you are launching a technology startup reading this book is the thing you should do first mark roberti founder and editor in chief of rfid journal i wish i had read bernd s book when we founded the echo nest bernd touches on all the major issues in the initial formation stages of a tech company and many of the problems that come up when the company matures if you are thinking of founding your own tech startup read this book first tristan jehan cofounder of the echo nest a visceral behind the scenes guide to technology entrepreneurship bernd tells it like it is and presents a universe of solutions to tricky startup situations that can significantly improve the odds of success indispensable larry begley cofounder and managing director at 406 ventures the best laid business plans never survive contact with reality bernd has provided a comprehensive guide to anticipating the unexpected in the life of a startup neil gershenfeld professor and director of the massachusetts institute of technology center for bits and atoms

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

whether big or small companies incessantly face challenges that can threaten their bottom line and even their survival these threats keep corporate leaders up at night what can companies do to stay alive survive and thrive winning against strategic threats to your business features a collection of essays by strategy professors at the university of toronto s rotman school of management canada s 1 business school the essays take the reader on a tour through some of the most vexing threats to business today threats that put the very existence of organizations into question from disruptive innovation to social media disasters to mistaken technical investments to gender discrimination to misunderstood competition companies need to be able to anticipate crises and prepare to deal with them head on across this collection of essays readers will get warnings about four mistakes that companies commonly make failing to appreciate interactions within systems getting stuck in existing ways of doing business falling victim to cognitive biases and getting derailed by short term incentives but this book isn t just about mistakes its primary goal is to provide step by step actions to help companies stay alive executives will find principles and practices for anticipating potential threats and creating responses

that permit their businesses to not only survive but thrive

this book presents some of zoltán j Ács 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

technology entrepreneurship and business incubation analyzes business incubators worldwide through a series of empirical and theoretical papers the authors examine the extent to which business incubators are influential in situations such as nurturing young technology firms increasing success of new firms and in developing an ecosystem around these successes also examined is the relationship between business incubators and their resource providers including venture capitalist firms and government agencies edited by phillip phan johns hopkins carey business school sarfraz mian state university of new york at oswego and wadid lamine toulouse business school all leading figures in the field this book provides both a theoretical framework to conceptualise ideas and a practical guide to influence best practices and innovation in business incubators

every startup needs to consider how they can use technology to boost their business because this can be an excellent tool that allows you to level the playing field and find success early on new technology can also be highly complex and expensive so you need to make sure that you are using the right tech for your operation and not wasting money and resources on technology that you do not need this book is unique among startup books on the market rather than providing details on what most entrepreneurs can figure out on their own it addresses the critical issues that are elusive to most it provides valuable advice and practical information to help in decision making and avoiding pitfalls that may lie in the path to success it captures the keys to success and the mistakes that lead to failure it makes you think about the important factors in every decision it provides useful examples metaphors and illustrations to convey the concepts in a

way that is easy to understand

the handbook of research on artificial intelligence innovation and entrepreneurship focuses on theories policies practices and politics of technology innovation and entrepreneurship based on artificial intelligence ai it examines when where how and why ai triggers catalyzes and accelerates the development exploration exploitation and invention feeding into entrepreneurial actions that result in innovation success

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personal leadership is about regaining control of your life it is the first step to greater success in everything you do this book aims to help you shed doubts and assumptions and develop the ability to make choices that are right for you without being a slave to the needs of others

original and thought provoking gordon brown challenging and hopeful a groundbreaking guide to the future valerie amos

master s thesis from the year 2011 in the subject business economics company formation business plans grade 1 0 technical university of munich course entrepreneurial opportunity development language english abstract the research objective of this study was to explore how the startup idea development progress was experienced by entrepreneurs and how the lean startup approach lsa affected that progress in early stage high tech entrepreneurship the lean startup movement has gained a lot of traction not only in the silicon valley area but also to some extent in europe however with increasing popularity criticism starts to get formulated as well due to the limited coverage of the lsa its principles and related management practices in academic literature it remains difficult to critically assess the validity and effectiveness of the proposed concept with this study light is shed on the ls phenomenon by interviewing representative high tech entrepreneurs and leading proponents of the ls principles and practices in order to better understand ls principles at work with an emphasis on experienced startup idea development progress semi structure interviews with seven lean startup machine lsm event participants as well as one mentoring subject matter expert were conducted the interviewed practitioners were purposely selected from the most and least performing teams according to the appraisal of the lsm event judges the main reason for choosing the lsm event is the fact that the lsm projects while somewhat artificial do provide condensed versions of real life startups which provides a high information to effort ratio to me as a researcher furthermore a lsa survey tailored to the opportunity development process and a post lsm event survey were conducted the

purpose of the multiple mini cases study which treated each team working on an entrepreneurial idea as a mini case was to explore the opportunity development progress and the role of ls principles and practices from the perspective of consumer internet high tech entrepreneurs and ls proponents mentors in a highly time constrained real world ls practitioner event in the usa learning about how participants of the event perceived and experienced development progress and the lsa provided insights into the relevance of the ls methodology as a means to accelerate the development progress of an early stage startup idea towards a viable opportunity

this neat compact guide shows readers how to pilot their businesses to the top based on the history of cullinet software inc cullinane describes how his company s rapid growth 13 straight years of over 50 annual growth led to mismanagement a takeover and was eventually sold for close to 400 million the entrepreneur s survival guide gives readers specific tips they can use to make the most profitable decisions for their companies

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