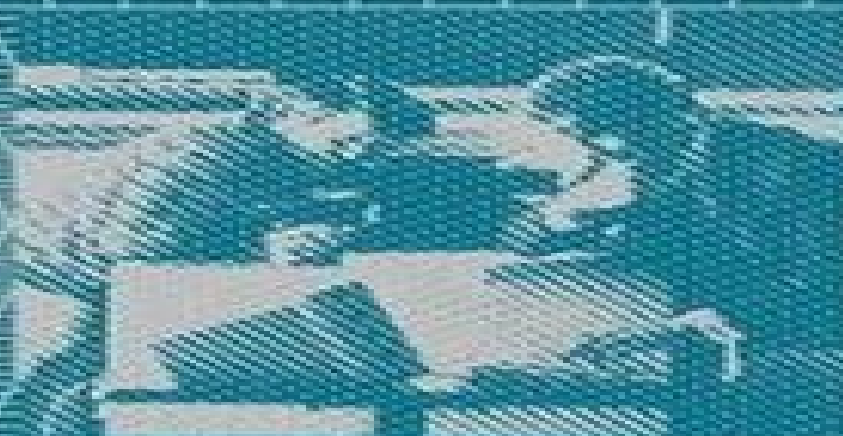


Edward B. Roberts

# ENTREPRENEURS IN HIGH TECHNOLOGY



LESSONS FROM MIT AND BEYOND

# Entrepreneurs In High Technology Lessons From Mit And Beyond

**Judith Sedaitis**



## **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. **Innovation**

Edward B. Roberts, 2002-04-23 *Innovation* represents the most important articles on the topic of innovation and features contributions from some of the world's top experts, including Jordan J. Baruch, John Seely Brown, Anil Khurana, Constantinos Markides, Marc H. Meyer, Michael E. Porter, James Brian Quinn, Edward B. Roberts, Stephen R. Rosenthal, Harbir Singh, Robert I. Sutton, Karl Ulrich, James M. Utterback, Eric A. von Hippel, and others. **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

**What Every Engineer Should Know About Starting a High-Tech Business Venture** Eric Koester,2009-01-06 Written by an experienced business lawyer in the technology scientific and engineering community this publication is for the engineer with an innovative high tech idea or concept who needs those crucial business insights and strategies to move that idea forward It offers key analysis on how to leave a current employer gain access to technologie

*International Business Strategy* Alain Verbeke,2013-03-07 Verbeke provides a new perspective on international business strategy by combining analytical rigour and true managerial insight on the functioning of large multinational enterprises MNEs With unique commentary on 48 seminal articles published in the Harvard Business Review the Sloan Management Review and the California Management Review over the past three decades Verbeke shows how these can be applied to real businesses engaged in international expansion programmes especially as they venture into high distance markets The second edition has been thoroughly updated and features greater coverage of emerging markets with a new chapter and seven new cases Suited for advanced undergraduates and graduate courses students will benefit from updated case studies and improved learning features including management takeaways key lessons that can be applied to MNEs and a wide range of online resources

*Entrepreneurship in Biotechnology* Martin Grossmann,2003-03-11 Table of contents

*Venturing: Innovation and Business Planning for Entrepreneurs* Marc H. Meyer,Frederick G. Crane,2015-07-29 Venturing is a pragmatic methods based book that first helps students conceive design and test product and service innovations develop business models for them and then create their business plans and investor pitches The book also delves into different types of investors stages of investment and deal structures It is a perfect book for business planning courses where the instructor wishes to emphasize innovation and the creation of truly interesting customer grounded businesses

**Innovation and Entrepreneurship** John Bessant,Joseph Tidd,2007-06-19 This is an accessible text on innovation and entrepreneurship aimed specifically at undergraduate students primarily for those studying business and management studies but also engineering and science degrees with management courses

High-tech Entrepreneurship in Asia Marina Yue Zhang,Mark Dodgson,2007 This volume examines the relationships between high tech entrepreneurship and innovation in an important new technology mobile payments in Korea and China the countries that led the world in the development and diffusion of this technology

Commercializing High Technologies Judith Sedaitis,1996-12-30 Commercializing High

Technologies East and West discusses key issues in the problems and opportunities of technology transfer that today confront both Russia and the United States In the wake of the Cold War and dwindling state support research and development firms now more than ever need to access the market potential of their substantial and often cutting edge technologies The essays in this book examine the organizational managerial and practical implications of pursuing a policy of technology transfer in government defense research sectors the commonalities and differences between the two countries as well as the sizable and varying risks involved and even the greater risk involved of ignoring the problems posed *Harvard Business School Core Collection Baker Library*,1999      **Entrepreneurship** Kenneth Richard Blawatt,1998      Korea and Brazil Wõn-ho Kim,2000      **A Business History of Britain, 1900-1990's** David J. Jeremy,1998 Until now the insights of scholarly business historians have not been widely accessible to students because of the lack of a suitable textbook Drawing on recent research and debate David Jeremy plainly and lucidly outlines the history of major aspects of business behavior in twentieth century Britain      **Interfaces** ,1993 Seeks to improve communication between managers and professionals in OR MS      STI Review ,2001      **New Venture Creation** Jeffry A. Timmons,Stephen Spinelli,2004      **Choice** ,1993

**Entrepreneurship** Ivan Bull,Howard Thomas,Gary E. Willard,1995 The book is cast in the form of a debate each of the main papers being followed by an extended comment from another leading researcher in the author s field Contributions across a variety of disciplines create new and fruitful theoretical perspectives which will enrich future research in entrepreneurship Researchers and students will find its treatment of specific topics as well as its broad theoretical sweep of great value in approaching the issues central to the subject while managers especially of new firms will welcome this accessible introduction to current thinking in the field      Strategic Career Management for the 21st Century Physician Gigi Hirsch,2000 Information and strategies that allow medical professionals to explore shift and thrive in new career paths within today s health care industry

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