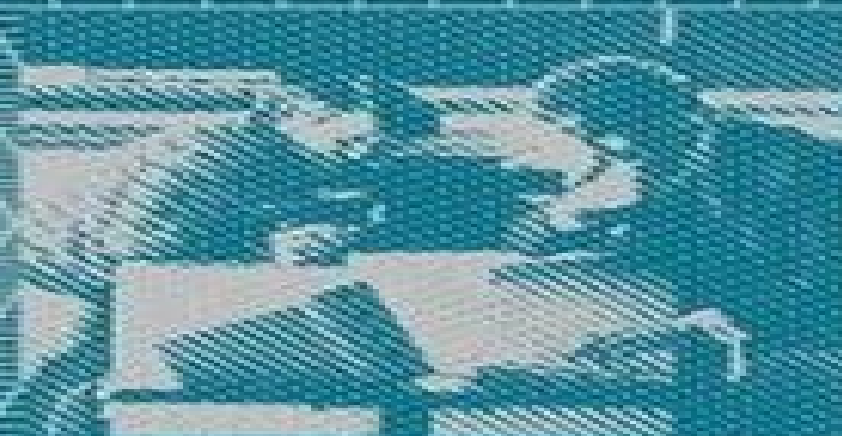


Edward B. Roberts

# ENTREPRENEURS IN HIGH TECHNOLOGY



LESSONS FROM MIT AND BEYOND

# Entrepreneurs In High Technology Lessons From Mit And Beyond

**Kenneth Richard Blawatt**



## **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.

[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

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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

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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

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## **Table of Contents Entrepreneurs In High Technology Lessons From Mit And Beyond**

1. Understanding the eBook Entrepreneurs In High Technology Lessons From Mit And Beyond
  - The Rise of Digital Reading Entrepreneurs In High Technology Lessons From Mit And Beyond
  - Advantages of eBooks Over Traditional Books
2. Identifying Entrepreneurs In High Technology Lessons From Mit And Beyond
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Entrepreneurs In High Technology Lessons From Mit And Beyond
  - User-Friendly Interface

4. Exploring eBook Recommendations from Entrepreneurs In High Technology Lessons From Mit And Beyond
  - Personalized Recommendations
  - Entrepreneurs In High Technology Lessons From Mit And Beyond User Reviews and Ratings
  - Entrepreneurs In High Technology Lessons From Mit And Beyond and Bestseller Lists
5. Accessing Entrepreneurs In High Technology Lessons From Mit And Beyond Free and Paid eBooks
  - Entrepreneurs In High Technology Lessons From Mit And Beyond Public Domain eBooks
  - Entrepreneurs In High Technology Lessons From Mit And Beyond eBook Subscription Services
  - Entrepreneurs In High Technology Lessons From Mit And Beyond Budget-Friendly Options
6. Navigating Entrepreneurs In High Technology Lessons From Mit And Beyond eBook Formats
  - ePub, PDF, MOBI, and More
  - Entrepreneurs In High Technology Lessons From Mit And Beyond Compatibility with Devices
  - Entrepreneurs In High Technology Lessons From Mit And Beyond Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Entrepreneurs In High Technology Lessons From Mit And Beyond
  - Highlighting and Note-Taking Entrepreneurs In High Technology Lessons From Mit And Beyond
  - Interactive Elements Entrepreneurs In High Technology Lessons From Mit And Beyond
8. Staying Engaged with Entrepreneurs In High Technology Lessons From Mit And Beyond
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Entrepreneurs In High Technology Lessons From Mit And Beyond
9. Balancing eBooks and Physical Books Entrepreneurs In High Technology Lessons From Mit And Beyond
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Entrepreneurs In High Technology Lessons From Mit And Beyond
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Entrepreneurs In High Technology Lessons From Mit And Beyond
  - Setting Reading Goals Entrepreneurs In High Technology Lessons From Mit And Beyond
  - Carving Out Dedicated Reading Time

12. Sourcing Reliable Information of Entrepreneurs In High Technology Lessons From Mit And Beyond
  - Fact-Checking eBook Content of Entrepreneurs In High Technology Lessons From Mit And Beyond
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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