

Edward B. Roberts

ENTREPRENEURS IN HIGH TECHNOLOGY



LESSONS FROM MIT AND BEYOND

Entrepreneurs In High Technology Lessons From Mit And Beyond

Roman Wölfel



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 *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 **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**

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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 *Academic Entrepreneurship in Higher Education*

Joshua Bryant Powers,2000 **Understanding the Small Business Sector** D. J. Storey,2000 A comprehensive picture of the small business which will act as the ideal first text for students studying this sector and seeking to understand the way it works This book is undoubtedly one of the very best attempts at providing a comprehensive review for those wishing to study the formation development contribution and management of small firms supported by a most impressive synthesis of contemporary research and literature Small Business and Enterprise Development Korea and Brazil Wõn-ho Kim,2000
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