



DENNIS CAMPBELL
ILEANA MOORBANU

Antler

Antler New York just heard the pitches for pre-seed investment delivered in front of the investment committee by Sleuth and Marco Financial. Both teams exhibited unique combinations of quantitative and qualitative factors and different approaches to building a company. The Antler team was looking through all the insights from their time working with the entrepreneurs, and the startups they formed, over the last three months, to make the investment decisions. Beyond the current decision, Magnus Grimeland and Fridtjof Berge, Antler's founders, were wondering how the increasing amounts of data that were being generated about entrepreneurs and their interactions on the Antler platform could be used to improve the selection process for its programs and, for those founders selected to participate, predict their probability of future success.

Antler - A Unique Early-Stage Venture Capital Firm¹

Antler was a global early-stage venture capital firm founded in 2017 by Magnus Grimeland (CEO & Co-founder, Harvard College 2007) and Fridtjof Berge (COO & Co-founder, HBS 2016) to invest in exceptional people who were building technology startups from the pre-seed stage onwards. In doing so, Antler aimed to solve several market inefficiencies they felt were systemic in startup ecosystems. In their view, these included lack of access to pre-seed funding, great co-founders, and a strong support network. "In many ecosystems, by the time the institutional capital came in, the founders had already spent at least six months or a year building the team and validating the problem and solution

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Terry C. Jones



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Business Model Pioneers Kai-Ingo Voigt, Oana Buliga, Kathrin Michl, 2016-07-28 Business model innovations are conceived and implemented by a special type of entrepreneur business model pioneers This book presents 14 compelling case studies of business model pioneers and their companies who have successfully introduced new business ideas to the market The examples range from industries such as retail media and entertainment to services and industrial projects For each example the book provides information on the market environment at the time of launch and illustrates the driving forces behind these business models Moreover current market developments are highlighted and linked to the evolution of the business models Lastly the authors present the profile of a typical business model pioneer Managing Innovation Joe Tidd, John R. Bessant, 2020-11-23 Now in its seventh edition Managing Innovation Integrating Technological Market and Organizational Change enables graduate and undergraduate students to develop the unique skill set and the foundational knowledge required to successfully manage innovation technology and new product development This bestselling text has been fully updated with new data new methods and new concepts while still retaining its holistic approach the subject The text provides an integrated evidence based methodology to innovation management that is supported by the latest academic research and the authors extensive experience in real world management practice Students are provided with an impressive range of learning tools including numerous case studies illustrative examples discussions questions and key information boxes to help them explore the innovation process and its relation to the markets technology and the organization Research Notes examine the latest evidence and topics in the field while Views from the Front Line offer insights from practicing innovation managers and connect the covered material to actual experiences and challenges Throughout the text students are encouraged to apply their knowledge and critical thinking skills to business model innovation creativity entrepreneurship service innovation and many more current and emerging approaches and practices **Dual Transformation** Scott D. Anthony, Clark G. Gilbert, Mark W. Johnson, 2017-03-28 Game changing disruptions will likely unfold on your watch Be ready In Dual Transformation Scott Anthony Clark Gilbert and Mark Johnson propose a practical and sustainable approach to one of the greatest challenges facing leaders today transforming your business in the face of imminent disruption Dual Transformation shows you how your company can come out of a market shift stronger and more profitable because the threat of disruption is also the greatest opportunity a leadership team will ever face Disruptive change opens a window of opportunity to create massive new markets It is the moment when a market also ran can become a market leader It is the moment when business legacies are created That moment starts with the core dual transformation framework Transformation A Repositioning today's business to maximize its resilience such as how Adobe boldly shifted from selling packaged software to providing software as a service Transformation B Creating a new growth engine such as how Amazon became the world's largest provider of cloud computing services Capabilities link Fighting unfairly by taking advantage of

difficult to replicate assets without succumbing to the sucking sound of the core Anthony Gilbert and Johnson also address the characteristics leaders must embrace courage clarity curiosity and conviction Without them dual transformation efforts can founder Building on lessons from diverse companies such as Adobe Manila Water and Netflix and a case study from Gilbert s firsthand experience transforming his own media and publishing company Dual Transformation will guide executives through the journey of creating the next version of themselves allowing them to own the future rather than be disrupted by it

War and Peace and IT Mark Schwartz,2019-05-14 The Business IT Wall Must Come Down With A Seat at the Table thought leader Mark Schwartz pulled out a chair for CIOs at the C suite table Now Mark brings his unique perspective and experience to business leaders looking to lead their company into the digital age by harnessing the expertise and innovation that is already under their roof IT In the war for business supremacy Schwartz shows we must throw out the old management models and stereotypes that pit suits against nerds Instead business leaders of today can foster a space of collaboration and shared mission a space that puts technologists and business people on the same team For business leaders looking to unlock their enterprise s digital transformation War and Peace and IT provides clear context and strategies Schwartz demystifies the role IT plays in the modern enterprise allowing business leaders to create new strategies for the new digital battleground It is time to change not only the enterprise s relationship with technology but its relationship with technologists To accelerate enterprises must bring technology to the heart of their work for just as technology is causing this disruption it is technology that provides the solution Unlike Napoleon it is time for business leaders to come down from the hill atop the Battle of Borodino and enter the fray with the technologists for that is where the war will be won or lost

Customer Innovation Marion Debruyne,2014-05-03 A new set of organizations has discovered a new formula they combine customer centricity with innovative power These organizations have created a completely outside in approach to the market Not driven by what they re good at they start with the market and design their strategy around it replacing practices of the past with a new set of capabilities which enable them to be ahead of the curve in discovering new market opportunities Whereas the traditional value chain model regards the market as the end outcome of the efforts of the organization the reversed value chain model starts there The customer is the starting point and the value chain is the result of understanding customer needs and requirements Customer Innovation presents this unique case for developing the outside in organization to drive your business success combining market orientation with innovation to enable actionable positive change in the way your company does business Winner of the Innovation and Entrepreneurship category of the 2015 CMI Management Book of the Year Awards Customer Innovation provides every business with the framework it needs to combine customer focus with innovation to achieve success It is packed with real world examples from a range of leading global companies including Disney Coca Cola LEGO Eurex Netflix KLM Carglass Komatsu Callebaut and more to help you put market awareness at the heart of your business

Reinvent Your Business Model Mark W. Johnson,2018-06-19 Named a Top 10 Business Strategy

Book of 2018 by Inc magazine In his pioneering book *Seizing the White Space* Mark W Johnson argued that business model innovation is the most proven path to transformational growth Since then Uber Airbnb and other startups have disrupted whole industries incumbents such as Blockbuster Sears Toys R Us and BlackBerry have fallen by the wayside and digital transformation has become one of the business world s hottest and least understood slogans Nearly a decade later the art and science of business model innovation is more relevant than ever In this revised updated and newly titled edition Johnson provides an eminently practical framework for understanding how a business model actually works Identifying its four fundamental building blocks he lays out a structured and repeatable process for reinventing an existing business model or creating a new one and then incubating and scaling it into a profitable and thriving enterprise In a new chapter on digital transformation he shows how serial transformers like Amazon leverage business model innovation so successfully With rich new case studies of companies that have achieved new success and postmortems of those that haven t *Reinvent Your Business Model* will show you how to Determine if and when your organization needs a new business model Identify powerful new opportunities to serve your existing customers in existing markets Reach entirely new customers and create new markets through disruptive business models and products Seize opportunities for growth opened up by tectonic shifts in market demand government policy and technologies Make business model innovation a more predictable discipline inside your organization Business model innovation has the power to reshape whole industries including retail aviation media and technology redistributing billions of dollars of value This book gives you the tools to reshape your own company for enduring success *Reinvent Your Business Model* is the strategic innovation playbook you need now and in the future

Strategic Management in the Media Lucy Küng, 2023-12-07 Its scope and learning are brilliant and dazzling Eli Noam Columbia Business School How did The New York Times transform its organisation for the digital age How does Netflix drive performance through culture Why did Disney struggle to find a CEO to replace Bob Iger How did the BBC drive equal gender representation in its news programmes The media industry is developing furiously and fast and its organisations face unprecedented levels of transformation and challenge This fully revised third edition of the classic textbook on strategy in the media Explores key shifts in the strategic environment including the digital platforms streamed media the creator economy the metaverse and generative AI Explains key concepts in strategic management with insight and clarity Applies all theories to the sector illuminating all dimensions of the strategic task from understanding competition and building core competencies to driving innovation shaping culture and finding the right leadership approach Takes readers deep into innovation disruption and strategic adaptation in action with an expanded set of new cases on a diverse range of global companies from Scandinavia to South Africa Provides new Resources and Questions sections to guide readers further study and support classroom learning Lucy K ng has again written the essential guide to strategy and management in the media industry This is the ideal text for students of media studies media economics and media management Professor Lucy K ng is

an expert on strategy innovation and leadership and focuses on successful responses to the challenges of digitalization She is Senior Visiting Research Associate at the Reuters Institute Oxford University and Non Executive Board Member of the NZZ Media Group and formerly of Swiss PSM broadcaster SRG and VIZRT the media tech provider She has held professorships at the University of Oslo the Institute for Media and Entertainment New York IESE and the University of J nk ping *Campus Technology*, 2006

Information Technology for Management Efraim Turban, Dorothy Leidner, Ephraim McLean, James Wetherbe, 2007-03-05 Thoroughly Updated Sixth Edition Social networks are transforming how people communicate work and play This comprehensive new edition highlights this new technology and scores of others that are changing how organizations operate and compete in the current global environment The cover depicts two examples of social network The larger image is a visualization of the trust relationships in a web based social network The smaller figures are default avatars from Second Life a multi layered 3D virtual world that is imagined created and owned by its residents See chapter 4 for more information on social networks For more information on Second Life visit secondlife.com or see *Second Life the Official Guide* by Rymaszewski et al at www.sybex.com/go/secondlife For more information on the trust network visit trust.mindswap.org

Current Law Index, 2007 *Developing a Business Case* Harvard Business Review, 2010-12-02 How do you decide on the best course of action for your company to take advantage of new opportunities By building a business case This book provides a framework for building a business case You ll learn how to Clearly define the opportunity you ll want to address in your business case Identify and analyze a range of alternatives Recommend one option and assess its risks Create a high level implementation plan for your proposed alternative Communicate your case to key stakeholders

Solutions to Four Harvard Business Review (HBR) Case Studies Mike G, 2017-07-25 Script from the year 2017 in the subject Business economics Miscellaneous grade 1 0 language English abstract During the university you have to finish several case studies Within this text the Harvard Business Review case studies Boise Automation ENSR International Medical Equipment Inc and Heidi Roizen are covered Not only solved by myself but also supported by lecturer notes and the results of the in class discussion Each of the solutions mentioned in here are graded with full points

Harvard Business School Case studies (orders). Harvard Business School, *65 Successful Harvard Business School Application Essays, Second Edition* Lauren Sullivan, The Staff of The Harbus, 2009-08-04 Updated and revised essays that got their writers into Harvard the 1 business school in the country as compiled by the editors of the school s newspaper with tips and strategies to help readers do the same there or elsewhere YOUR LIFE IN 300 WORDS OR LESS It s a daunting task Even the most seasoned professionals find business school application essays to be among the hardest pieces they ever write With a diverse pool of talented people applying to the nation s top schools from the most successful companies and prestigious undergraduate programs in the world a simple biography detailing accomplishments and goals isn t enough Applicants need clear and compelling arguments that grab admissions officers and absolutely refuse to let go To help them write the essays that get them accepted into

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Making Change Stick, 2008 When facing a difficult management challenge wouldn't it be great if you could turn to a panel of experts to help guide you to the right decision Now you can with books from the Judgment Calls series Drawn from the pages of Harvard Business Review these interactive solutions oriented guides allow readers to access the wisdom of leading experts as they tackle familiar and perplexing business situations These engagingly written books will help managers improve problem solving skills and make better judgment calls under fire A preface provides an overview and sets the context for using these provocative case studies as learning tools in corporate classrooms A relevant chapter from an HBE volume introduces the topic as a refresher course Finally an appendix of resources such as executive summaries guiding questions and a list of further reading rounds out the book Judgment Calls provide insight into a variety of real world difficulties and offer solutions that managers will find both sound and practical Our ideal reader is the business traveler who's thinking about this very issue sees the book in the airport and throws it in his or her briefcase to read on the plane This volume tentatively titled Bob's Meltdown and Other Stories from the Frontlines of Management looks at the most common issue in workplaces employee behavior What should you do when a star employee loses his temper in public Worse yet what if your protege seems to be coming unglued All this and more

Keeping Strategy on Track, 2008 When facing a difficult management challenge wouldn't it be great if you could turn to a panel of experts to help guide you to the right decision Now you can with books from the Judgment Calls series Drawn from the pages of Harvard Business Review these interactive solutions oriented guides allow readers to access the wisdom of leading experts as they tackle familiar and perplexing business situations These engagingly written books will help managers improve problem solving skills and make better judgment calls under fire A preface provides an overview and sets the context for using these provocative case studies as learning tools in corporate classrooms A relevant chapter from an HBE volume introduces the topic as a refresher course Finally an appendix of resources such as executive summaries guiding questions and a list of further reading rounds out the book Judgment Calls provide insight into a variety of real world difficulties and offer solutions that managers will find both sound and practical Our ideal reader is the business traveler who's thinking about this very issue sees the book in the airport and throws it in his or her briefcase to read on the plane This volume tentatively titled Growing for Broke and Other Stories From the Frontlines of Management looks at growth strategy How do you grow your business without sending it flying off the rails When should you stick to your core All this and more

[Harvard Business School Cases](#) Harvard University. Graduate

School of Business Administration, 1947 Experimentation Works Stefan H. Thomke, 2020-02-18 Don't fly blind See how the power of experiments works for you When it comes to improving customer experiences trying out new business models or developing new products even the most experienced managers often get it wrong They discover that intuition experience and big data alone don't work What does Running disciplined business experiments And what if companies roll out new products or introduce new customer experiences without running these experiments They fly blind That's what Harvard Business School professor Stefan Thomke shows in this rigorously researched and eye opening book It guides you through best practices in business experimentation illustrates how these practices work at leading companies and answers some fundamental questions What makes a good experiment How do you test in online and brick and mortar businesses In B2B and B2C How do you build an experimentation culture Also best practice means running many experiments Indeed some hugely successful companies such as Amazon Booking.com and Microsoft run tens of thousands of controlled experiments annually engaging millions of users Thomke shows us how these and many other organizations prove that experimentation provides significant competitive advantage How can managers create this capability at their own companies Essential is developing an experimentation organization that prizes the science of testing and puts the discipline of experimentation at the center of its innovation process While it once took companies years to develop the tools for such large scale experiments advances in technology have put these tools at the fingertips of almost any business professional By combining the power of software and the rigor of controlled experiments today's managers can make better decisions create magical customer experiences and generate big financial returns Experimentation Works is your guidebook to a truly new way of thinking and innovating

Directory of Harvard Business School, 1986 **How the Harvard Business School Changed the Way We View Organizations** Jay W. Lorsch, 2023-11-08 Listen observe test these three words lie at the heart of a powerful method for businesses transformation Behind this method is a deceptively simple idea managers and management scholars must first take the pulse of a real business get its case history diagnose its problems and only then solve them Invented by the scholars who launched Harvard Business School this medical model will still cure companies today Damningly during the last thirty years business schools embraced the presumptions of economists game theorists and other calculators of abstraction The solving of real world real time problems has atrophied and stagnated In this book renowned scholar and emeritus professor Jay W Lorsch marshals evidence history and insights from his more than fifty year career at Harvard Business School to make the case for a return to the medical model the practices of listening observing and testing in which the fields of human relations and organizational behavior are rooted By telling the history of the development of his field Lorsch demonstrates how the medical model emerged in the years before World War II and for decades helped managers management scholars and consultants diagnose and solve the problems besetting companies large and small Explaining the case studies that define the practice he discusses how the model has been refined and reapplied by later generations and how it can continue to

address issues such as diversity leadership competition and optimal corporate board structures

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