

## Entrepreneurs In High Technology Lessons From Mit And Beyond

It has become a widely-recognized fact that entrepreneurs and information technology have become the backbone of the world economy. The increasing penetration of IT in society and in most of industries/businesses, as well as the joining forces of entrepreneurship and innovation in the economy, reinforce the need for a leading and authoritative research handbook to disseminate leading edge findings about entrepreneurship and innovation in the context of IT from an international perspective. Information Technology Entrepreneurship and Innovation presents current studies on the nature, process and practice of entrepreneurship and innovation in the development, implementation, and application of information technology worldwide, as well as providing academics, entrepreneurs, managers, and practitioners with up-to-date, comprehensive, and rigorous research-based articles on the formation and implementation of effective strategies and business plans.

As state support and federal research funding dwindle, universities are increasingly viewing their intellectual property portfolios as lucrative sources of potential revenue. Nearly all research universities now have a technology transfer office to manage their intellectual property, but many are struggling to navigate this new world of university-industry partnerships. Given the substantial investment in academic research and millions of dollars potentially at stake, identifying best practices in university technology transfer and academic entrepreneurship is of paramount importance. The Chicago Handbook of University Technology Transfer and Academic Entrepreneurship is the first definitive source to synthesize state-of-the-art research in this arena. Edited by three of the foremost experts in the field, the handbook presents evidence from entrepreneurs, administrators, regulators, and professors in numerous disciplines. Together they address the key managerial and policy implications through chapters on how to sustain successful research ventures, ways to stimulate academic entrepreneurship, maintain effective open innovation strategies, and improve the performance of university technology transfer offices. A broad and ambitious work, the handbook offers comprehensive coverage for universities of all types, allowing them to confidently handle technology commercialization and further cultivate innovation.

The great majority of startups fail, and most entrepreneurs who have succeeded have had to bounce back from serious mistakes. Entrepreneurs fumble key interactions because they don't know how to handle the negotiation challenges that almost always arise. They mistakenly believe that deals are about money when they are much more complicated than that. This book presents entrepreneurship as a series of interactions between founders, partners, potential partners, investors and others at various stages of the entrepreneurial process - from seed to exit. There are plenty of authors offering 'tips' on how to succeed as an entrepreneur, but no one else scrutinizes the negotiation mistakes that successful entrepreneurs talk about with the authors. As Dinnar and Susskind show, learning to handle emotions, manage uncertainty, cope with technical complexity and build long-term relationships are equally or even more important. This book spotlights eight big mistakes that entrepreneurs often make and shows how most can be prevented with some forethought. It includes interviews with high-profile entrepreneurs about their own mistakes. It also covers gender biases, cultural challenges, and when to employ agents to negotiate on your behalf. Aspiring and experienced entrepreneurs should pay attention to the negotiation errors that even the most successful entrepreneurs commonly make.

Smaller, technically-oriented companies often assume types of risk (and an amount of risk) that is not often tolerated by large companies. In the United States both consumers and companies depend on smaller, high-tech companies to explore the commercial application of technology in potential, emerging, and small markets. This book, through comparison of six industries in which small companies play a critical role, explores the principal economic function of small, high-tech companies--to probe, explore, and sometimes develop the frontiers of the U.S. economy in search of unrecognized or otherwise ignored opportunities for economic growth and development.

Entrepreneurship has a tremendous impact on the economic development of a country. As can be expected, many public policies foster the development of self- entrepreneurship in times of unemployment, praise the creation of firms and consider the willingness to start new ventures as a sign of good fortune. Are those behaviours inherent to a human being, to his genetic code, his psychology or can students, younger children or even adults be taught to become entrepreneurs? What should be the position of universities, of policy makers and how much does it matter for a country? This book presents several articles, following different research approaches to answer those difficult questions. The researchers explore in particular the psychology of entrepreneurship, the role of academia and the macroeconomic impact of entrepreneurship.

Developed for courses at both undergraduate and postgraduate level Innovation and Entrepreneurship is an accessible introductory text written primarily for students of business and management studies. The book is also suitable for engineering students studying courses in business and management. Contemporary issues in both innovation and entrepreneurship are used to engage and excite students, and lead them to the relevant theory, models and lessons. The authors have created a new text which includes: Fully integrated contemporary themes in innovation, such as sustainability, social entrepreneurship and creating new ventures. A focus on the role of individual entrepreneurship and organizational innovation, in private and public services. Contemporary cases from areas including new media, computer gaming, internet services, and public and social innovation cases.

The sponsorship of the entrepreneur as an agent of economic growth is now at the centre of a vast promotional industry, involving politicians, government departments and higher education. This book examines the origins of this phenomenon and subjects its mythologies, hero-figures and policies to an empirically based critical examination.

Thinking of starting your own business in high-tech? Do yourself a huge favor by reading this book first. The authors, both veterans of many start-ups, address topics vital to your start-up success, such as: Finding start-up opportunities Leaving your current employer but keeping your ideas Protecting your intellectual property Managing the five critical elements of a successful start-up Securing start-up financing Dealing successfully with venture capitalists Writing a winning business plan Creating a management team Handling employment and compensation--who to hire and how to pay them Avoiding the most common mistakes entrepreneurs make Understanding company valuation and exit strategies James Swanson and Michael Baird lay out all the basic concepts clearly, step by step. They demystify the start-up process with frank advice, insiders' tips, and "been there" examples. On-point case studies show you what to do--and what to avoid. An expanded list of resources steers you to help when you need it. You'll learn what it takes for you to create and manage a start-up, and the personal characteristics required to be successful in your new venture. In good economies and bad, entrepreneurs will continue to lead the way to new markets, new ventures, and new technologies. With this comprehensive new guide, you have a great start to start-up success! \_\_\_\_\_ Since 1975 more than 2 million people preparing for their engineering, surveying, architecture, LEED, interior design, and landscape architecture exams have entrusted their exam prep to PPI. For more information, visit us at [www.ppi2pass.com](http://www.ppi2pass.com).

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. 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.

"At last, a book that focuses on trendsetting thinking and research in the field of entrepreneurship and sets an agenda for current and future movements in the field. The aim of the book is to advance entrepreneurship research, focusing on the following four key movements: broad movements within the academic field of entrepreneurship and how to move it further in terms of new frameworks, theories and methodologies movements in the concept of entrepreneurship through project-based, action-based, enactment based and discourse-based approaches knowledge-based entrepreneurship and the processes in which the role of universities, new organizations, regions and cities are connected and exemplified global, ethnic, transformed and new economies and how entrepreneurship contributes to renewing economies and moving beyond just economics to view the effects of entrepreneurship on societies."

How a bottom-up problem-solving ethos, multidisciplinary approach, and experimental mindset has nurtured entrepreneurship at MIT. MIT is world-famous as a launching pad for entrepreneurs. MIT alumni have founded at least 30,000 active companies, employing an estimated 4.6 million people, with revenues of approximately \$1.9 trillion. In the 2010s, twenty to thirty ventures were spun off each year to commercialize technologies developed in MIT labs (with intellectual property licensed by MIT to these companies); in the same decade, MIT graduates started an estimated 100 firms per year. How has MIT become such a hotbed of entrepreneurship? In *From the Basement to the Dome*, Jean-Jacques Degroof describes how MIT's problem-solving ethos, multidisciplinary approach, and experimental mindset nurture entrepreneurship. Degroof explains that, at first, the culture of entrepreneurship sprang from such extracurricular activities as forums, clubs, and competitions. Eventually, the Institute formally supported these activities, offering courses in entrepreneurship. Degroof describes why entrepreneurship is so uniquely aligned with MIT's culture: a history of bottom-up decision-making, a tradition of academic excellence, a keen interest in problem-solving, a belief in experimentation, and a tolerance for failure on the way to success. Entrepreneurship is the logical outcome of MIT's motto, *Mens et Manus* (mind and hand) ), translating theories and scientific discoveries into products and businesses--many of which have the goal of solving some of the world's most pressing problems. Degroof maps MIT's current entrepreneurial ecosystem of students, faculty, and researchers; considers the effectiveness of teaching entrepreneurship; and outlines ways that the MIT story could inspire conversations in other institutions about promoting entrepreneurship.

A comprehensive and integrative overview of the current thinking on innovation, entrepreneurship, and technical change, written from an economics perspective, for academics, graduate, and advanced undergraduate students of Business Studies, Economics, Entrepreneurship, and Innovation Studies.

Written by a practicing business attorney with startup experience in the environmental and technology sectors, this comprehensive handbook assists entrepreneurs in tackling the wide variety of opportunities to go green. A one-stop resource for entrepreneurs, it helps readers incorporate clean technology, environmental practices, and green business approaches into the work environment. The book discusses how to sell to utilities, explores fundraising outlets for green businesses, covers government incentives, presents key startup tools aimed at green businesses, and addresses challenges of many new businesses, such as raising money and making sales. Additional resources are available on the book's website.

Includes the papers that present the research and policy evaluations which represent an evolving record of policy and research on high technology small firms through many

changes in economic conditions and government policy approaches over the years.

This book is open access under a CC BY 4.0 license. In this book, the authors present a challenge for future research to build a stronger, more complete understanding of entrepreneurial phenomena. They argue that this more complete picture of entrepreneurial phenomena will likely come from scholars who undertake at least some trailblazing projects; from scholars who broaden the range of research questions, the potential outcomes of entrepreneurial action, and the selection and combination of research methods; and from researchers who avoid the endless debates about the margins of the field and its sub-fields or about whether one theoretical or philosophical lens is superior to another. This book offers suggestions for future research through a variety of topics including prosocial action, innovation, family business, sustainability and development, and the financial, social, and psychological costs of failure. It promises to make an important contribution to the development of the field and help academics, organizations, and society make useful contributions to the generation of entrepreneurial research.

This book explores public sector entrepreneurship from an international perspective. It features essays from eminent scholars in the field addressing entrepreneurial public policies from different countries. Public sector entrepreneurship is at the cusp of becoming a watchword in international policy circles. This book is a pioneer volume in this emerging field and provides topics and policies that are broadly applicable across different economies. Public sector entrepreneurship refers to innovative public policy initiatives that generate greater economic prosperity by transforming a status-quo economic environment into one that is more conducive to economic units engaging in creative activities in the face of uncertainty. In today's economy, public sector entrepreneurship affects that transformation primarily by increasing the effectiveness of knowledge networks; that is, by increasing the heterogeneity of experiential ties among economic units and the ability of those same economic units to exploit such diversity. Through policy initiatives that are characterized by public sector entrepreneurship, there will be more development of new technology and hence more innovation throughout the economy.

Entrepreneurship is the backbone of a strong economy. Necessity-driven entrepreneurs make up a large portion of the employed population and analyzing their methods and habits offers numerous benefits for future workers. *Nascent Entrepreneurship and Successful New Venture Creation* is a valuable resource that delves into the current trends and methodologies of recent entrepreneurs and entrepreneurial activities. Highlighting relevant topics that include non-cognitive skills, intellectual capital protection, regional development, and technology-based firms, this scholarly reference source is an ideal publication for business managers, organizational leaders, professionals, and researchers that would like to discover new insights into the world of entrepreneurship.

*Innovation and Entrepreneurship 3rd Edition* is an accessible text on innovation and entrepreneurship aimed specifically at undergraduate students studying business and management studies, but also those on engineering and science degrees with management courses. The text applies key theories and research on innovation and entrepreneurship and then reviews and synthesises those theories and research to apply them in a much broader and contemporary context, including the corporate and public services, emerging technologies and economies, and sustainability and development and creating and capturing value from innovation and entrepreneurship. In this third edition the authors continue to adopt an explicit process model to help organise the material with clear links between innovation and entrepreneurship. This text has been designed to be fully integrated with the Innovation Portal at [www.innovation-portal.info](http://www.innovation-portal.info), which contains an extensive collection of additional resources for both lecturers and students, including teaching resources, case studies, media clips, innovation tools, seminar and assessment activities and test questions.

EBOOK: ENTREPRENEURSHIP

*Entrepreneurs in High Technology Lessons from MIT and Beyond* Oxford University Press

This landmark book will be the first port of call for any student or scholar seeking a brief introduction to each of the fundamental topics in entrepreneurship, technology, and innovation. Written by the top international scholars in their field, this book has an encyclopedic range; from academic entrepreneurship to valuing an entrepreneurial enterprise. Each chapter provides an informed overview of the topic and references in each chapter guide the reader to the more advanced literature. Students of entrepreneurship, technology, and innovation as well as those who wish to have an introduction to the scope of this field of study will benefit from this exemplary collection.

The objective with the Strategic Interest Group in Entrepreneurship (SIG Entrepreneurship) of the European Academy of Management (EURAM) is to be the leading research community for engaged entrepreneurship scholars in Europe. The SIG Entrepreneurship aims at promoting research and networking interests for individuals and research groups focused on entrepreneurship and entrepreneurial styles of management. This is done by providing a wide-ranging, engaged and internationally-focused forum to discuss and develop research and practice in the field. We put a distinct focus on the key European feature – ‘context matter’ – why we try in all activities to promote and stimulate what ‘European’ might mean in any given context. It means different things in different contexts – and that is the whole point – and thereby the key strength of the European takes on the matter as we see it. This is our idea of the European perspective on entrepreneurship. The tradition of European scholars on entrepreneurship and SMEs system has been consolidated during the last three decades and an increasingly distinct European school of thought has emerged as a consequence. This development provides a solid base for the future development of the field where Europe and its entrepreneurship scholars will play an increasingly prominent role. With this concern, this book has been managed, gathering the best contributions of our annual meeting re-edited and improved. The central theme is presenting entrepreneurship understood as a working attitude, a mode of thinking, a concrete everyday practice and increasingly an identity marker for ways of being and living within liquid modernity. Entrepreneurship is nowadays a broadly endorsed and accepted signifier for forms of organizing that targets human, organizational and economic renewal and growth.

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.

This book examines the role that higher education institutions are currently playing through teaching entrepreneurship and transferring knowledge and innovation to enterprises and discusses how they should develop this role in the future.

Route 128 is a story of idealism and entrepreneurship, of ivory-tower intellectualism and practical Yankee ingenuity, of individual dreams and cooperative efforts--the search for new knowledge and the drive to put it to work. The book tells how a stretch of highway circling Boston became one of the nation's best-known centers of high-tech industrial innovation. No other region can match Boston's record of productivity and leadership in technology over the past two centuries. The fruitful interplay of industry, the federal government, and higher education in Massachusetts has produced new fields of research, novel inventions, spin-off companies, entire new industries, new academic disciplines, and innovative federal agencies like the National Science Foundation. What are the critical ingredients that produce such high creativity? What lessons are there for other states and nations interested in the fabled promise of high technology? The first book to address the importance of this area, Route 128 examines the forces that shaped the region and the role people and events there played in determining the course of the overall relationship among industry, academia, and government in our society. The book is as well a brilliant, incisive analysis of the conditions required to encourage innovation in other areas of the world. The authors highlight the roles of such "ultimate entrepreneurs" as Digital Equipment's Ken Olsen and of such academic impresarios as Vannevar Bush of MIT. The book also explains why the "Massachusetts Miracle" appeared to have crashed to earth by the end of the 1980s as the national and regional economies slid into recession and high-tech companies laid off thousands.

Join a technology entrepreneur as he shares the challenges he faced while operating a high-tech think tank for twenty-five years. Author C. J. Rubis delivers a fascinating story-filled narrative of the Technology Think Tank business and its effects on many government and industry projects. The numerous adventures, challenges and learned wisdom demonstrate the opportunities for the technology-services entrepreneur in this exploding age of technology to develop services and product innovations. Technology educators, students, budding and struggling entrepreneurs, and others will find real-life stories and dozens of examples to illustrate business principles. Learn about • the history of one company that operated as a microcosm of the think tank industry; • ways to overcome problems of business continuity and stability; • methods for company formation, staffing, and business development and management; and • processes for research, analysis, and development of innovative products. Written as a memoir, this business narrative is meant to inspire and guide entrepreneurship. It shares how to successfully initiate and grow small business opportunities in the huge government and defense technology services industry. You'll be educated and amused by the lessons and stories in Technology Entrepreneur.

Research and development of novel medicines for human therapy commonly takes over a decade before significant revenues from sales are forthcoming. How can biotechnology companies be founded and grow successfully in an industry with such extended innovation processes? The book investigates this problem and distinguishes three growth phases: From incorporation and start-up through collaborative R&D with large pharmaceutical firms to value creation from R&D pipelines to Public Offerings and product marketing. In this book a dynamic simulation model for testing different decision-making strategies is developed. For each phase the author identifies decision rules that provide for successful corporate growth.

The rapid rise of knowledge-based economies has revolutionized the perceptions and practices of globalized business. Recent developments in engineering, electronics, and biotechnology have expanded the very definition of entrepreneurship in today's international market, weaving discussions of enhanced connectivity and communication, environmental sustainability, and government policy changes into a complex, multidimensional conversation. The Handbook of Research of Entrepreneurship in the Contemporary Knowledge-Based Global Economy provides a comprehensive survey of the most recent developments in the field of entrepreneurship, highlighting their effects on information technology, business networking, knowledge production, distribution, and organization. This timely publication features extensive coverage of the fast-developing entrepreneurial field, illuminating recent technological, social, and strategic innovations in language that is accessible for a worldwide audience of business educators, researchers, and students. This authoritative text showcases research-based articles on entrepreneurship for knowledge economies; academic entrepreneurship; women and entrepreneurship; entrepreneurship education; organizational learning ability; innovations in industry, agriculture, and management; and the evolution of a new, all-inclusive corporate culture.

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 technologies and potential talent, and considers other issues that can reduce problems down the road. It even includes a step-by-step guide for accessing and protecting intellectual property at the earliest stages. To assist in the fundraising process, this resource explores all the available options to capitalize a business – from self-funding, to bootstrapping, to angel investors, to venture capital to government grants, to bank loans, to joint ventures. It also looks at the best ways to form a company so as to take advantage of various tax and business strategies, discusses compensation of employees with stock options or restricted stock plans, explains how an emerging company can

expand internationally, and covers some key exit strategies such as an IPO or a merger/acquisition. It covers most everything a new technology business will face including hiring, firing, contracts, leases, loans, and product warranties. As you read, you will find this book is full of the stuff that engineers love: statistics, data, tools, spreadsheets, and research. But it also full of the anecdotal evidence and practical advice needed to stay the course. Now is a tremendous time for entrepreneurship. Although there have been periodic slowdowns in the economy, if you believe in a future, high-tech is the future in which to believe. This book is part of the Taylor & Francis/CRC Press series "What Every Engineer Should Know About...". Like the other books in the series, it is designed to provide you with important knowledge that will help you along your career path. This one will also help you make that path your own.

Businesses are looking for methods to incorporate social entrepreneurship in order to generate a positive return to society. Social enterprises have the ability to improve societies through altruistic work to create sustainable work environments for future entrepreneurs and their communities. *Social Entrepreneurship: Concepts, Methodologies, Tools, and Applications* is a useful scholarly resource that examines the broad topic of social entrepreneurship by looking at relevant theoretical frameworks and fundamental terms. It also addresses the challenges and solutions social entrepreneurs face as they address their corporate social responsibility in an effort to redefine the goals of today's enterprises and enhance the potential for growth and change in every community. Highlighting a range of topics such as the social economy, corporate social responsibility, and competitive advantage, this multi-volume book is ideally designed for business professionals, entrepreneurs, start-up companies, academics, and graduate-level students in the fields of economics, business administration, sociology, education, politics, and international relations.

This book focuses on the nature and role of entrepreneurship in modern developed and emerging economies and societies, its relation to governments and universities, and its role in the often-forgotten informal economy. The aim is to position entrepreneurship in the post-crisis context and explore how its relation to universities and governments contributes to explain the countries' and territories' growth performance and resilience or vulnerability to the crisis. The accent is particularly on processes and patterns at local level and in small and medium-sized enterprises in local economic systems and districts, local systems of innovation, and the types and configurations of innovation these give origin to. With globalization, entrepreneurship has become fundamental for the competitiveness of territories and countries, for policy management and for development. The local dimension is fundamental because of agglomeration economies and effects, the advantages of proximity and the nature of knowledge and information. Furthermore, territories carry to the centre-stage tacit knowledge, localized social capital, embeddedness and interpersonal relations as fundamental components of their endogenous socio-economic development and competitiveness. When local systems are connected in a horizontal network, they contribute to the strength of national and international systems. To play a constructive role from this perspective, entrepreneurship must avoid local entrenchment and support the local economy to upgrade and be competitive. To do this, the entrepreneurs' interaction and alliance with universities and governments is a must for those countries and localities wanting to emerge. This requires that enterprises, universities and governments create synergies and spill-overs to their mutual advantage.

This book is a firsthand account of the past, present, and future of entrepreneurship at MIT from the man who has led those endeavors since the beginning, and the stories of the entrepreneurs nurtured by MIT.

With chapters focusing on China, India, Southeast Asia and South America, the Handbook explores views on the new hot spots in techno-entrepreneurship development.

The book you are about to read offers some very powerful insights into the link between entrepreneurship, industrial cooperation and the emergence of high-tech companies in Europe. It deals with the very essence of the potential that Europe can and should use in order to increase its competitiveness and retain at the same time its quality of living.

From the foreword by Janez Potocnik, EU Commissioner for Science Policy Presenting original and innovative research studies with a focus on new business development in science and technology, this book highlights the role and challenge of European cooperation to create new techno-ventures and encourage them to survive and even flourish.

The book is an exceptional result of a distinctive network of European and American scholars, practitioners, and members of public institutions interested in the critical issues of emergence and survival of technology and knowledge based firms. The contributors study examples from both the old EU-member states such as France, Germany, the UK and the Netherlands, as well as newer countries such as Slovenia and Estonia. The book is unique in bringing culture and psychology together in the particular context of the nascent technopreneur. Using a plethora of different approaches, *Entrepreneurship, Cooperation and the Firm* will be of great interest to innovation and entrepreneurship policy makers at governmental levels, and also to those involved in research programs on entrepreneurship, innovation and organizational change. In addition, this book will be a stimulating read for academics, researchers and practitioners both inside and outside of the classroom.

Traditionally, the study of entrepreneurial behavior focuses on such factors as (i) the personality characteristics that distinguish the entrepreneur from non-entrepreneur and (ii) demographic characteristics such as gender, age, familiar antecedents and education. With particular respect to investigating the development, acquisition, and dissemination of entrepreneurial skills and behaviors, the authors focus on the university environment, as a locus of research and innovation, where students are exposed to a wide variety of influences that are enhanced by a high degree of connectivity. The underlying theme of this volume is to develop our understanding of the sociology of student entrepreneurial behavior and in doing so attempt to synthesize literature investigating individual talent with the literature on concurrent knowledge sourcing in the pursuit of entrepreneurial activities. Specifically, the authors investigate the degree to which access to diverse knowledge (in addition to such psychological characteristics and tolerance of ambiguity and

risk taking) influences the nature and probability of entrepreneurial success. Moreover, they explore the role of social media and social networking in facilitating access to distributed and disparate information and knowledge. Their research addresses such timely questions as: Where do entrepreneurial opportunities come from? How can higher education best stimulate the creation of firms emanating from young and smart minds in colleges and universities? What is the value of MOOCs for frequent, early, and "thick" communication among the various specialties needed to accomplish entrepreneurial projects? How do we know whether social media affect students' responses to new knowledge and new ideas? To what extent do educational practices affect racial and ethnic differences in student entrepreneurship? What is the role of the indigenous minority student entrepreneur in establishing high-technology firms? The result is a multi-dimensional approach that sheds light on the dynamics of education, knowledge creation, social networking, innovation and new business development.

A report on significant research that settles the question: Can psychological factors effectively predict entrepreneurial performance? (They can--but that is only half the answer.) 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.

This book focuses on the phenomenon of University Entrepreneurship in Italy, often referred to also as "valorisation of results from public research," meaning with such an expression a set of different strategies that universities and other PROs can adopt in order to diffuse and (eventually) exploit the knowledge produced into them. In this respect, universities carry on their entrepreneurial activities along many dimensions, among which: patenting, licensing, creation of university spin-offs, incubators and Science and Technology Parks. With regard to the volume structure, Chapter 1 analyses the patenting and licensing activities within the Italian university system; Chapter 2 investigates the significant associations existing between TT inputs and outputs in Italy; Chapter 3 aims at contributing to the ongoing debate on the growth (or non-growth) of Italian academic spin-offs and the potential causes of the observed diversity.

Managing Technology Entrepreneurship and Innovation is the first textbook for non-business based entrepreneurship courses, focussed on students with a background in science and technology. Its comprehensive, rigorous and yet accessible approach originates from the authors' considerable experience mentoring students as they turn their technological ideas into real-life business ventures. . The text is separated into three parts providing a roadmap for successful entrepreneurial projects: Part I focusses on how to create your venture, turning technology into businesses and how to link together entrepreneurship and innovation Part II shows you how to grow your venture and make it profitable, looking at the early development of academic spin-outs and how to adapt your technology to the customers' needs. Part III takes you through the day-to-day running on your business; whether to adopt a contingency or contextual approach, how to develop new products and services and alternative options for growth. With a wide range of practical steps, lists of things to consider and guidelines on how to turn your technology based ideas into a successful business, this text will be essential for all non-business students who need to understand entrepreneurship, management and innovation. It will also prove a useful introduction to all Masters-level students taking these subjects in business schools.

Die Autorinnen und Autoren des vorliegenden Sammelbandes gehen der Frage nach, welche Voraussetzungen für eine erfolgreiche Unternehmensgründung aus der Forschung gegeben sein müssen.

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