

# Handbook of Research on High-Technology Entrepreneurs

Edited by Ayala Majach-Pines and Mustafa F. Ozbilgin



# **Handbook Of Research On High Technology Entrepreneurs**

**Edward B. Roberts** 

#### **Handbook Of Research On High Technology Entrepreneurs:**

Handbook of Research on High-Technology Entrepreneurs The late Ayala Malach-Pines, Mustafa F. Özbilgin, 2010-01-01 Presents an overview of empirical and conceptual developments in the study of high tech entrepreneurs from an interdisciplinary and multinational perspective This book explores various conceptual frameworks and definitions of high tech entrepreneurs and of the entrepreneurial process based on studies in different settings and contexts **Research on Techno-entrepreneurship** François Thérin, 2007-01-01 Techno entrepreneurship is defined as the entrepreneurial and intrapreneurial activities of both existing companies and new businesses operating in technology intensive environments This is an ideal text for advancing an understanding of the theory and practice of research in this Handbook of Research on Entrepreneurial Success and its Impact on Regional Development Carvalho, area Handbook of Research on Entrepreneurs Engagement in Philanthropy Marilyn L. Luísa,2015-11-24 Taylor, Robert J. Strom, David O. Renz, 2014-06-27 Currently very little academic research exists on the intersection of entrepreneurship and philanthropy This unique Handbook fills that gap exploring how and why entrepreneurs who drive success in the for profit world become engaged in philanthropy Handbook of Research on Entrepreneurial Ecosystems and Social Dynamics in a Globalized World Carvalho, Luísa Cagica, 2017-11-30 Globalization demands the construction of new business methods to enable companies to remain highly competitive Due to this demand cultural differences are now being implemented into policies and procedures as companies expand and seek to collaborate with international entrepreneurs The Handbook of Research on Entrepreneurial Ecosystems and Social Dynamics in a Globalized World is a pivotal reference source for emergent aspects of internationalization and regional development in an entrepreneurial context Featuring extensive coverage on relevant areas such as digital entrepreneurship sustainability and financial performance this publication is an ideal resource for academics public and private institutions developers professors researchers and post graduate students seeking current research on globalized entrepreneurship The High-tech Entrepreneur's Handbook Jack Lang, 2002 Turn your high tech idea into a high profit business The High Tech Entrepreneur's Handbook is a practical hands on guide designed specifically for people with a business idea but little managerial experience It takes you step by step through the key stages of setting up and running a high tech enterprise whether that s starting your own company or taking control of a project or department within a larger company Based on a highly successful Cambridge University business studies course from a Department that has generated at least one self made millionaire a year the book is a straight talking jargon free guide that delivers the core background information necessary to create and run a successful enterprise Technology regardless of how good it is forms only a small part of bringing a project to a successful and profitable conclusion This is the book that explains the rest of the equation Key areas discussed include getting started developing and protecting your idea writing the business plan money and legal issues managing projects people and products marketing and

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key concepts models and mechanisms providing a research based analytical foundation from which to understand the emerging role of modern incubation tools in building entrepreneurship ecosystems for promoting targeted economic 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 enterprises 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 Handbook of Research on Business Angels Hans Landström, Colin Mason, 2016-09-28 Business angels are recognized as playing a key role in financing the start up and early stages of new ventures However our knowledge of how business angels operate remains limited and highly fragmented This Handbook provides a synthesis of research on business angels It adopts an international perspective to reflect the spread of angel investing around the world The increasing number of government initiatives to promote angel investing is also reflected in the book with an assessment of the most common support schemes Adopting an international focus the expert group of contributors examine business angels themselves the evolution of the market the various stages of the investment process and the role of public policy in influencing angel investment They each conclude their chapters with an agenda for future research on business angels Students and scholars of entrepreneurship

entrepreneurial finance and related subjects will find this book to be an invaluable resource for their work In particular they will benefit from the research agendas that conclude each chapter This Handbook will also be of interest to policy makers and other practitioners looking to enhance their understanding of the design and need for such interventions

**Enterprise: Concepts and Issues** Norin Arshed, Mike Danson, 2016-01-31 Introduces the terms theories and practices in the fields of entrepreneurship and enterprise to look deeper into this phenomena. It covers the origins and development of entrepreneurialism and addresses the drivers barriers and evolution into new areas of business and economic activity

The Geography of Academic Entrepreneurship Helen Lawton Smith, 2023-06-01 Building on a variety of contrasting perspectives this book focuses on the connection between university spin offs and regional economic development It aptly captures the diverse range of concepts relating to the main participants in the process of university spin offs reflecting on their roles and how these may have changed Handbook of Entrepreneurial Dynamics William B Gartner, Kelly G. Shaver, Nancy M Carter, Paul D Reynolds, 2004-06-21 This important Handbook of Entrepreneurial Dynamics reports on the Panel Study of Entrepreneurial Dynamics PSED the most comprehensive scientifically representative study to date of nascent entrepreneurs. The book is unique because the study identified individuals in the process of creating new businesses to understand how at its very source people move from considering the option of starting a new business to its actual founding This has never been done before in the history of entrepreneurship research I cannot recommend this book more strongly to entrepreneurship scholars and those interested in where entrepreneurs come from and how they move from their initial idea to new venture founding Claudia Bird Schoonhoven University of California Irvine This Handbook makes a terrific contribution to understanding entrepreneurship and new business creation Its 38 chapters report major findings from the Panel Study of Entrepreneurial Dynamics PSED an unprecedented research program involving more than a hundred researchers from 10 countries This Handbook is must reading for anyone interested in entrepreneurship research Andrew H Van de Ven Carlson School of Management University of Minnesota Entrepreneurial activity provides profound positive benefits across an important set of measures of social and economic well being much of it concentrated in new economic sectors such as information technology Yet even though entrepreneurship has been shown to provide many benefits it is surprising that there has not been a systematic study of the entrepreneurial process The Handbook of Entrepreneurial Dynamics The Process of Business Creation fills this gap by offering theories ideas and measures that can be used to explore and understand the factors that encompass and influence the creation of new businesses The chapters in the handbook provide the rationale for questionnaires used in the Panel Study of Entrepreneurial Dynamics PSED The PSED is a research program that was initiated to provide systematic reliable and generalizable data on important features of the new business creation process The PSED includes information on the proportion and characteristics of the adult population involved in efforts to start businesses the activities and characteristics that comprise the nature of the business start up process and the

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