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also seem intimidating and an unrealistic career choice This is entirely unnecessary research clearly shows that anyone can learn to successfully launch and run a business Entrepreneurial Living is a hands on guide that demystifies entrepreneurship as something that can be measured and understood Using the analogy of a board game and illustrative examples the book teaches you the fundamentals of entrepreneurial life Disciplined Entrepreneurship Startup Tactics Paul Cheek, 2024-03-27 A hands on practical roadmap to get from great idea to successful company In Disciplined Entrepreneurship Startup Tactics renowned entrepreneur and Executive Director of the Martin Trust Center for MIT Entrepreneurship Paul Cheek delivers an actionable field guide to transforming your one great idea into a functional funded and staffed startup Building on the ideas presented in the bestselling Disciplined Entrepreneurship the author delivers a startlingly complete and comprehensive set of solutions you can implement immediately to advance your company to its next stage of growth This is not a theoretical book You ll find ground level down and dirty entrepreneurial tactics like how to conduct advanced primary market research market and sell to your first customers and take a scrappy approach to building your first products that keep your firm growing These tactics maximize your impact with limited resources You ll also discover Effective marketing tactics specific to early startups that go beyond cookie cutter digital MarTech solutions Tactics for designing and testing your product concepts yourself before investing limited resources in developing a fully functional product Methods for equity distribution that minimize conflict and maximize investor return An invaluable resource for founders and entrepreneurs Disciplined Entrepreneurship Startup Tactics will also benefit any professional working at an early stage startup or launching new products looking for concrete solutions to the most common and difficult problems faced by young companies and the people who work in them Adaptive Innovation: An Entrepreneur's Guide To <u>Technology Innovation</u> Charles Cooney, Howard Califano, Virginia Cha, Uday Deshpande, Krishna Kumar Nallur, 2022-11-02 This book provides a framework for translating ideas from the academic laboratory to commercial ventures The book is designed for academic researchers advanced PhD students post doctoral fellows university faculty and staff who believe their research ideas could be the basis for a commercial venture The book contains a complete program to create their entrepreneurial ecosystem by enabling scientist entrepreneurs to drive their discoveries to commercial impact The authors from MIT and SMART have been working with academic researchers in Singapore for over ten years to help them de risk an idea for an early stage technology based venture to prepare them to raise capital and initiate a NewCo We developed a set of best practices during this work by teaching over 300 scientists researchers and postdocs in our Bootcamp for academic researchers and providing them with the tools to be scientist entrepreneurs These teams have gone on to start over 44 companies Through our real time experience in working with academic researchers supplemented with our personal experience in technology start ups we developed the Adaptive Innovation Framework It is a must read for any researcher scientist or engineer in the deep tech area who wants to drive their discovery to commercial success and achieve societal

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