

UNIVERSITY STARTUPS AND SPIN-OFFS



Guide for Entrepreneurs in Academia

MANUEL STAGARS

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University Startups and Spin-Offs Manuel Stagars, 2014-11-27 *University Startups and Spin Offs* teaches university students researchers and educators the most effective strategies and tactics for launching their own startups from academic platforms with the backing of school programs public grants incubators seed accelerators and private partnerships in all parts of the world Serial entrepreneur Manuel Stagars advises students faculty and researchers how to test their ideas for marketability how to develop commercial products out of research projects and how to engage companies and investors with attractive value propositions The author has seventeen years of experience as startup entrepreneur founder of seven companies in the United States Europe and Japan consultant to universities on commercializing their research programs angel investor and startup mentor Stagars advice is field tested battle hardened and supported with a wealth of instructive first hand examples from his international experience The author advises academic entrepreneurs to take matters into their own hands instead of relying on the initiative and support of universities and governments He shows students and researchers how to fit lean startup methods to their existing university ecosystems leveraging their strengths without getting bogged down in bureaucratic morass Avoiding theory and jargon the book focuses on real world situations practical steps checklists and case studies University students and researchers will learn the skills they need to become startup entrepreneurs on an academic platform The final part of *University Startups and Spin Offs* addresses university administrators educators technology licensing officers incubator managers and government grant officers It shows them with practical examples from the private and academic sectors how to integrate startups into the fabric of the university develop a thriving entrepreneurial ecosystem for students and researchers leverage latent network effects build bridges between scientific research and industries seeking innovative solutions enhance the public image of the university and motivate the university's best and brightest to engage in startup enterprises that will deliver benefits to the university and the public as well as to themselves

University Startups and Spin-Offs Manuel Stagars, 2015 *University Startups and Spin Offs* teaches university students researchers and educators the most effective strategies and tactics for launching their own startups from academic platforms with the backing of school programs public grants incubators seed accelerators and private partnerships in all parts of the world Serial entrepreneur Manuel Stagars advises students faculty and researchers how to test their ideas for marketability how to develop commercial products out of research projects and how to engage companies and investors with attractive value propositions The author has seventeen years of experience as startup entrepreneur founder of seven companies in the United States Europe and Japan consultant to universities on commercializing their research programs angel investor and startup mentor Stagars advice is field tested battle hardened and supported with a wealth of instructive first hand examples from his international experience The author advises academic entrepreneurs to take matters into their own hands instead of relying on the initiative and support of universities and governments He shows students and

researchers how to fit lean startup methods to their existing university ecosystems leveraging their strengths without getting bogged down in bureaucratic morass Avoiding theory and jargon the book focuses on real world situations practical steps checklists and case studies University students and researchers will learn the skills they need to become startup entrepreneurs on an academic platform The final part of University Startups and Spin Offs addresses university administrators educators technology licensing officers incubator managers and government grant officers It shows them with practical examples from the private and academic sectors how to integrate startups into the fabric of the university develop a thriving entrepreneurial ecosystem for students and researchers leverage latent network effects build bridges between scientific research and industries seeking innovative solutions enhance the public image of the university and motivate the university's best and brightest to engage in startup enterprises that will deliver benefits to the university and the public as well as to themselves

Commercializing Innovation Jerome Schaufeld, 2015-08-19 *Commercializing Innovation Turning Technology Breakthroughs into Products* shows how to turn ideas from R D labs universities patent offices and inventors into commercially successful products and services Commercializing technology has never been easy and it's getting tougher all the time All the decisions you need to make are complicated by today's breakneck rates of change in enabling technology and by competitive pressures disseminated globally at the speed of the internet Where to get ideas Which to pursue Whom to hire Where to manufacture How to fund Create a startup or license to another To answer these questions adequately and bring sophisticated products and services successfully to market you need to deploy the systematic methods detailed in this book Jerry Schaufeld serial technology entrepreneur angel investor and distinguished professor of entrepreneurship presents in detail his proven step by step commercialization process beginning with technology assessment and culminating with the successful launch of viable products into the global market Using case studies models and practical tips culled from his entrepreneurial career he shows readers of *Commercializing Innovation* how to Source technology that can be turned into products Recognize an opportunity to create a viable product Perform feasibility analyses before sinking too much money into a project Find the right method and means to introduce the product to market Plan the project down to the last detail Execute the project in ways that improve chances of its success Comply with government regulation without crippling your project Decide whether offshore manufacturing is your best option Compete globally with globally sourced ideas and funding

Which Factors Determine the Success or Failure of Startup Companies? A Startup Ecosystem Analysis of Hungary, Germany and the US Christoph Kotsch, 2017-07-25 As more and more startup companies are founded every year worldwide building up one's own business does not get easier Since 9 out of 10 startups fail future entrepreneurs are well advised to take a look at potential reasons for failure and success Learning from others' mistakes and studying success stories can improve their own performance and help to avoid critical errors The academic paper at hand will provide valuable insights for entrepreneurs It not only states the most important terms concerning startups but also lists the most important

factors for a startup company's success according to literature review Delineating both internal and external factors this thesis not only delivers a synoptic view of potential challenges inside a startup as well as in its ecosystem but also juxtaposes these influences in opposition The second part of this paper analyzes a series of interviews with twelve startup founders from three different regions the province of North Rhine Westphalia in Germany Budapest in Hungary and the state of California in the US Their views and experiences will be summarized and put into the context of their respective startup ecosystem

Accelerators Mike Wright, 2018 Accelerators are a rapidly growing new form of organization that aim to stimulate entrepreneurship through intensive limited period educational programs including mentoring and networking for the cohort of start up participants selected for each program to improve their ability to attract investment at the end of the program Drawing on novel evidence from across the world this is the first book to provide rigorous analysis of the nature and effectiveness of accelerators that will be invaluable for researchers policymakers and entrepreneurs Regulation A+ Paul Getty, Dinesh Gupta, Robert R. Kaplan, 2015-11-27 Discover how to raise money under new provisions in the recently enacted JOBS Act Regulation A How the JOBS Act Creates Opportunities for Entrepreneurs and Investors will guide and advise executives of emerging growth companies entrepreneurs financial advisers venture capitalists investment bankers securities lawyers finance and MBA students and others on how to raise up to 50 million a year through streamlined regulations Signed by President Obama on April 5 2012 Title IV of the JOBS Act amends the 1930s era Regulation A making it far easier for businesses to raise growth capital through public offerings It is in effect a new type of IPO but with much less regulation and cost Regulation A How the JOBS Act Creates Opportunities for Entrepreneurs and Investors spells out new processes that can and will have a dramatic impact on how companies obtain growth capital to create new jobs and bolster returns for investors Some financial gurus believe that the new law dubbed Regulation A due to the enhancements will usher in a revolutionary period of growth and innovation comparable to our largest past economic expansions To date much of the commentary on the JOBS Act has focused on Title III which allows broader use of crowdfunding to raise up to 1 million per year However many entrepreneurs and economists believe that new changes to Regulation A will have a much greater impact on innovation and job creation The best part Regulation A lifts many constraints on soliciting funds and trading new stock issues Among other things readers of this book will learn how to take advantage of these provisions Regulation A permits companies to raise up to 50 million a tenfold increase over the old limit of 5 million and much more than the crowdfunding provisions of the JOBS Act 1 million Regulation A allows companies to market IPOs to more people than just accredited investors and makes it easier to get the word out on offerings Regulation A allows certain companies to avoid the SEC periodic reporting regimen Form 10 K Form 10 Q Form 8 K and proxy statements provided that the number of shareholders is kept below revised thresholds Regulation A exempts certain companies from many onerous and costly compliance requirements including Sarbanes Oxley In short Regulation A greatly simplifies the capital raising process making it easier to

grow companies create jobs and reward investors

Start-Up Creation F. Pacheco-Torgal, Erik Stavnsager

Rasmussen, Claes G. Granqvist, Volodymyr Ivanov, Arturas Kaklauskas, Stephen Makonin, 2016-05-14 *Start Up Creation The Smart Eco efficient Built Environment* provides a state of the art review on high technology applications and explains how these can be applied to improve the eco efficiency of the built environment Divided into four main parts the book explains the key factors behind successful startup companies that grow from university research including the development of a business plan the importance of intellectual property necessary entrepreneurial skills and innovative thinking Part Two presents the latest research findings on nano and bio based technologies and their application and use to the energy efficiency of the built environment Part Three focuses on the use of genetic algorithms Big Data and the Internet of Things applications Finally the book ends with an entire section dedicated to App development using selected case studies that illustrate their application and use for monitoring building energy efficiency Presents a definitive guide for startups that arise from college and university research and how the application of advanced technologies can be applied to the built environment Includes case studies on new advanced technologies and apps development Links startup creation to the eco efficient built environment through software applications

Fostering Innovation in Venture Capital and Startup Ecosystems Sharma, Renuka, Mehta,

Kiran, Yu, Poshan, 2024-03-11 The disruptive potential of technologies such as Artificial Intelligence AI blockchain the Internet of Things IoT and biotechnology catalysts redefine traditional business models and serve as instrumental forces in attracting venture capital investments The lower barriers to entry facilitated by these disruptive technologies empower entrepreneurs to bring their ideas to market creating a more accessible landscape for funding and innovation *Fostering Innovation in Venture Capital and Startup Ecosystems* explores this transformative intersection where emerging technologies catalyze change fuel innovation and redefine the dynamics of financial investments and entrepreneurial endeavors Moreover the book delves into how embracing AI IoT blockchain and augmented reality virtual reality can expedite innovation enhance efficiency and scale businesses Through a multidisciplinary lens readers understand how these technologies influence established markets drive economic growth and create job opportunities This book is ideal for venture capitalists angel investors entrepreneurs startup founders and policymakers

Marketplace Lending, Financial Analysis, and the

Future of Credit Ioannis Akkizidis, Manuel Stagars, 2015-12-08 The time for financial technology innovation is now *Marketplace Lending Financial Analysis and the Future of Credit* clearly explains why financial credit institutions need to further innovate within the financial technology arena Through this text you access a framework for applying innovative strategies in credit services Provided and supported by financial institutions and entrepreneurs the information in this engaging book encompasses printed guidance and digital ancillaries Peer to peer lenders are steadily growing within the financial market Integrating peer to peer lending into established credit institutions could strengthen the financial sector as a whole and could lead to the incorporation of stronger risk and profitability management strategies Explain or Explore

approaches and challenges in financial analysis applied to credit risk and profitability Explore additional information provided via digital ancillaries which will further support your understanding and application of key concepts Navigate the information organised into three subject areas describing a new business model knowledge integration and proposing a new model for the Hybrid Financial Sector Understand how the rise of fintech fits into context within the current financial system Follow discussion of the current status quo and role of innovation in the financial industry and consider the financial technology innovation landscape from the perspective of an entrepreneur Marketplace Lending Financial Analysis and the Future of Credit is a critical text that bridges the gap in understanding between financial technology entrepreneurs and credit institutions

Advanced Negotiation Techniques Steve Hay, Alan McCarthy, John Hay Agent for RDC, 2015-02-19

Advanced Negotiation Techniques provides a wealth of material in a winning combination of practical experience and good research to give you a series of tools techniques and real life examples to help you achieve your negotiation objectives For 25 years and across 40 countries the Resource Development Centre RDC run by negotiation experts Alan McCarthy and Steve Hay has helped thousands of people to conduct successful negotiations of every type Many RDC clients have been business professionals who have learned how to sell more successfully Others have improved their buying skills A few clients have applied the RDC techniques outside the business environment altogether for instance in such areas as international diplomatic services including hostage and kidnap situations As you ll discover the RDC philosophy is centered on business ethics and a principled approach to negotiation that maximizes the value of the outcomes for both parties It can even create additional value that neither party could find in isolation In this book you will learn The ten golden rules for successful negotiations How to handle conflicts with your negotiating partners What hostage and kidnapping negotiations can teach managers negotiating in business settings How to ensure both sides perceive any agreement as a win Achieve higher profit deals in difficult circumstances In the business world negotiating with other companies government officials and even your colleagues is a fact of life Advanced Negotiation Techniques takes you through a system for planning and conducting negotiations that will enable you and your team to achieve your negotiation objectives This is an internationally tried and tested process with many current Blue Chip organizations applying it daily for a simple reason the techniques are easy to implement and they work That makes this book essential reading for those who want to achieve their goals in any area of life

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