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The Tech Entrepreneurs Survival Guide

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The Entrepreneur's Survival Guide John J. Cullinane, 1993 This neat compact guide shows readers how to pilot their businesses to the top Based on the history of Cullinet Software Inc Cullinane describes how his company s rapid

growth 13 straight years of over 50% annual growth led to mismanagement a takeover and was eventually sold for close to 400 million The Entrepreneur s Survival Guide gives readers specific tips they can use to make the most profitable decisions for their companies

Silicon Valley: Planet Startup Peter Ester, Arne Maas, 2025-10-01 For decades now Silicon Valley has been the home of the future It s the birthplace of the world s most successful high tech companies including Apple Yahoo Google Facebook Twitter and many more So what s the secret What is it about Silicon Valley that fosters entrepreneurship and innovation With Silicon Valley Planet Startup Peter Ester and Arne Maas argue that the answer lies in Silicon Valley s culture a corporate culture that values risk taking creativity invention and sharing Through extensive interviews with Dutch entrepreneurs working in the area Ester and Maas show that Silicon Valley is above all a mind set a belief in thinking with passion and ambition far beyond the here and now Scholars and business people and budding entrepreneurs alike are sure to find both inspiration and illumination in the stories and analyses Ester and Maas have assembled here

From the Basement to the Dome Jean-Jacques Degroof, 2021-09-07 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

Smarter Than Their Machines John Cullinane, 2014-11-01 Smarter Than Their Machines Oral Histories of the Pioneers of Interactive Computing is based on oral histories archived at the Charles Babbage Institute University of Minnesota Included are the oral histories of some key pioneers of the computer industry selected by John that led to interactive computing such as Richard Bloch Gene Amdahl Herbert W Robinson Sam Wyly J C R Licklider Ivan Sutherland Larry Roberts Robert Kahn Marvin Minsky Michael

Dertouzos and Joseph Traub as well as his own John has woven them together via introductions that is in essence a personal walk down the computer industry road John had the unique advantage of having been part of or witness to much of the history contained in these oral histories beginning as a co op student at Arthur D Little Inc in the 1950 s Eventually he would become a pioneer in his own right by creating the computer industry s first successful software products company Cullinane Corporation However an added benefit of reading these oral histories is that they contain important messages for our leaders of today at all levels including that government industry and academia can accomplish great things when working together in an effective way This is how the computer industry was created which then led to the Internet both totally unanticipated just 75 years ago *StartupPro: How to set up and grow a tech business* Martin Zwilling,2014-12-01 If your find yourself daydreaming about your own business and not just your next promotion this book will help you shape your ideas as you begin your enrepreneurial journey **Computerworld** ,1992-08-17 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network **DEC Is Dead, Long Live DEC** Edgar H. Schein,Paul J. Kampas,Peter S. DeLisi,Michael M. Sonduck,2004-08-15 From an insider the forty year saga of the rise and fall of Digital Equipment Corporation one of the pioneering companies of the computer age Digital Equipment Corporation created the minicomputer networking the concept of distributed computing speech recognition and other major innovations It was the number two computer maker behind IBM Yet it ultimately failed as a business and was sold to Compaq Corporation What happened Edgar Schein consulted to DEC throughout its history and so had unparalleled access to all the major players and an inside view of all the major events He shows how the unique organizational culture established by DEC s founder Ken Olsen gave the company important competitive advantages in its early years but later became a hindrance and ultimately led to its downfall Coauthors Schein Kampas DeLisi and Sonduck explain in detail how a particular culture can become so embedded that an organization is unable to adapt to changing circumstances even though it sees the need very clearly The essential elements of DEC s culture are still visible in many other organizations today and most former employees are so positive about their days at DEC that they attempt to reproduce its culture in their current work situations In the era of post dotcom meltdown raging debate about companies built to last vs built to sell and more entrepreneurial startups than ever the rise and fall of DEC is the ultimate case study *Small Business Sourcebook* ,2004 *Handbook of Waste Management and Co-Product Recovery in Food Processing* K. Waldron,2007-04-06 This comprehensive collection reviews research in the field covering optimisation of manufacturing procedures to decrease waste reduction of energy and water expenditure methods to valorise refuse by co product recovery and techniques to deal with wastewater and solid waste The intensification of agriculture and food production in recent years has led to an increase in the production of food co products and wastes Their disposal by

incineration or landfill is often expensive as well as environmentally sensitive. Methods to valorise unused co products and improve the management of wastes that cannot be reused as well as techniques to reduce the quantity of waste produced in the first place are increasingly important to the food industry. With its distinguished editor and array of international contributors, *Waste management and co product recovery in food processing* reviews the latest developments in this area and describes how they can be used to reduce waste. The first section of the book provides a concise introduction to the field with a particular focus on legislation and consumer interests, principle drivers of waste management. Part 2 addresses the minimisation of biowaste and the optimisation of water and energy use in food processing. The third section covers key technologies for co product separation and recovery such as supercritical fluid extraction and membrane filtration as well as important issues to consider when recovering co products such as waste stabilisation and microbiological risk assessment. Part 4 offers specific examples of waste management and co product exploitation in particular sectors such as the red meat, poultry, dairy, fish and fruit and vegetable industries. The final part of the book summarises advanced techniques to dispose of waste products that cannot be reused and reviews state of the art technologies for wastewater treatment. *Waste management and co product recovery in food processing* is a vital reference to all those in the food processing industry concerned with waste minimisation, co product valorisation and end waste management.

Sales Enablement Byron Matthews, Tamara Schenk, 2018-05-01 Put buyer experience and selling resources front and center to boost revenue. *Sales Enablement* is the essential guide to boosting revenue through smarter selling. A thorough practical introduction to sales enablement best practices, this book provides step by step approaches for implementation alongside expert advice. In clarifying the sales enablement space and defining its practices, this invaluable guidance covers training content and coaching using a holistic approach that ensures optimal implementation with measureable results. Case studies show how enablement is used effectively in real world companies and highlight the essential steps leaders must take to achieve their desired sales results. Smarter buyers require smarter selling and organizations who have implemented enablement programs attain revenue goals at a rate more than eight percent higher than those that do not. This book provides a 101 guide to sales enablement for any sales professional wanting to enhance sales and boost revenue in an era of consumer choice. Understand sales enablement and what it can do for your company. Implement enablement using techniques that ensure sustainable, measureable performance impact. Adopt proven best practices through step by step advice from experts. Examine case studies that illustrate successful implementation and the impact of sales enablement on revenue. Consumers are smarter, more connected and more educated than ever before. Traditional sales strategies are falling by the wayside, becoming increasingly less effective amidst the current economic landscape. Companies who thrive in this sort of climate know how to speak to the customer in their own terms and sales enablement keeps the customer front and center by providing sales people with the resources buyers want. *Sales Enablement* provides a scalable sales boosting framework with proven results. **Small**

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