

UNIVERSITY STARTUPS AND SPIN-OFFS



Guide for Entrepreneurs in Academia

MANUEL STAGARS

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University Startups And Spin Offs Guide For Entrepreneurs In Academia

Manuel Stagars



University Startups And Spin Offs Guide For Entrepreneurs In Academia:

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 **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 **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 *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

Marketplace Lending, Financial Analysis, and the Future of Credit Ioannis Akkizidis, Manuel Stagars, 2015-12-07 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

Smart Computing Applications in Crowdfunding Bo Xing, Tshilidzi Marwala, 2018-12-07 The book focuses on smart computing for crowdfunding usage looking at the crowdfunding landscape e g reward donation equity P2P based and the crowdfunding ecosystem e g regulator asker backer investor and operator The increased complexity of fund raising scenario driven by the broad economic environment as well as the need for using alternative funding sources has sparked research in smart computing techniques Covering a wide range of detailed topics the authors of this book offer an outstanding overview of the current state of the art providing deep insights into smart computing methods tools and their applications in crowdfunding exploring the importance of smart analysis prediction and decision making within the fintech industry This book is intended to be an authoritative and valuable resource for professional practitioners and researchers alike as well as finance engineering and computer science students who are interested in crowdfunding and other emerging fintech topics

Impact Investment Funds for Frontier Markets in Southeast Asia Manuel Stagars, 2015-05-28 Until now most socially responsible and impact investments have centred on developed markets with growth potential and investment opportunities in the frontier economies of countries such as Cambodia Laos Myanmar and Vietnam being mostly overlooked While some individuals and organizations have begun to develop responsible investment opportunities with these

countries in mind large new sources of capital for development could still emerge This book explores the greater potential for global investment in Southeast Asia and the ways in which socially responsible investment styles can be used in their developing economies It demonstrates how the benefits of investment could create a robust platform for separate stakeholders including governments non governmental organizations development banks the financial sector and small and medium sized enterprises The author explores how shaping collaborative sustainable investment policies could speed up inclusive development address the needs of those at the bottom of the pyramid and ensure sustainable future growth

Research to Revenue Don Rose,Cam Patterson,2016 **Academic Entrepreneurship** Scott Andrew

Shane,2004-01-01 Authoritative and highly readable this volume will appeal to scholars researching the spinoff phenomenon university technology transfer officers inventors policymakers external entrepreneurs and investors BOOK JACKET

Supporting University Ventures in Nanotechnology, Biomaterials and Magnetic Sensing Applications Julian Peña

Dopazo,Fatima Zivic,2017-07-21 This book investigates the transfer of technology from basic research to society When transferring technology two main ways may arise licensing out the further exploitation rights straight from the University departments to the industry or joining the technology a step beyond into market applications for products and services development through spin off and startup companies This book focuses on the second process and the stakeholders involved with several study cases from real life Profiles of research entrepreneurs are described along with categories and general characteristics of entrepreneurial infrastructure Different phases of launching university ventures are presented as well as currently perceived technology transfer systems Important practical considerations for IP protection are included Case studies of research transfer are shortly given related to nanotechnology biomaterials and magnetic sensing applications The book was written by experts in the field with extensive practical experience in both academic and entrepreneurship real life cases thus being able to uniquely integrate both approaches to spin offs and startups *Business Periodicals Index* ,2000

Analysis and Comparison of the Creation of University Spin-off Startups in Deep Tech Between the United States and Japan Masumi Ito (Business management researcher),2023 Research based universities have played a significant role in the economic growth of nations particularly in the United States where companies originating from these universities have generated substantial employment opportunities and revenue There exists a substantial disparity in the number of spin off companies created from these universities between the United States and Japan Although Japan is not far behind the United States in terms of patent numbers it significantly lags behind in successfully commercializing research outcomes through the establishment of startups Therefore this thesis focuses on the Massachusetts Institute of Technology MIT a leading institution in spin off creation in the United States and the University of Tokyo the leading institution in Japan The objective is to investigate how their university based ecosystems including university supported venture capital initiatives and on campus entrepreneurship programs influence the establishment of university spin offs The analysis is

conducted through interviews and a literature review to examine the impact of these ecosystems on the formation of university spin off startups Many of the spin off startups emerging from research based universities fall under the category of deep tech companies which are based on long term research outcomes and require substantial investments and development time Consequently a funding gap referred to as the valley of death arises presenting a unique financial challenge for entrepreneurs between research invention and commercialization It is essential for entrepreneurs to overcome this funding gap and thus we also investigate how university spin offs in Japan and the United States make fundraising choices to bridge the capital gap By conducting these surveys we aim to gain insights into the effectiveness of university affiliated venture capital firms university spin off startups and the overall university ecosystem

Startups by Recent University Graduates and Their Faculty - Implications for University Entrepreneurship Policy Thomas B. Astebro, Navid Bazzazian, Serguey Braguinsky, 2013 Earlier research on the role of universities in fostering entrepreneurial economic development almost exclusively covers spin offs by faculty and staff In contrast we provide general evidence from the U S showing that the gross flow of science and engineering university graduates start ups is at least an order of magnitude larger than faculty spin offs that a recent graduate is twice as likely as her Professor to start a business within three years of graduation and that the graduates spin offs are not of low quality Three case studies illustrate how universities may stimulate science and engineering students and recent graduates to create new firms of high quality We conclude that transforming university goals and practices toward increasing start ups led by faculty might not be the most effective way for universities to stimulate entrepreneurial economic development

Academic Entrepreneurship Scott Shane, 2013 The formation of university spinoff companies is described and their role in the commercialization of university technology and wealth creation in the United States and else where is investigated Why university spinoffs are a subject of importance in scholarly investigation is explained as well as the historical development of university spin off activity The factors of the university and societal environment the nature of technology the industries in which spinoffs occur and the people involved in the spinoff process that influence those activities are described Also the spinoff creation process and the development of university technology into new products and services the identification and exploitation of markets for new products and services and the acquisition of financial resources for the new organizations that exploit these new technologies are described Factors that enhance the performance of university spinoffs are also examined in the hope of differentiating successful and unsuccessful companies Finally the effects of the spinoffs on the universities that created them are examined All these goals are achieved in this investigation by providing conceptual arguments reviewing existing work by academic researchers and informed observers and offering primary data collected from original studies of spinoffs from U S academic institutions

JSD Entrepreneurship Thierry Burger-Helmchen, 2012-03-14 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

University Spin-Off Companies Alistair Brett, David V. Gibson, Raymond W. Smilor, 1991 University based research is increasingly leading to business opportunities beyond academia Notable examples include Hewlett Packard from Stanford University and Digital Equipment Corp from MIT This volume explores this emerging phenomenon in order to offer an efficient solution to the problem of launching academic ventures The 14 contributions to University Spin off Companies provide an overview of the opportunities in and obstacles to creating spin off ventures and consider case studies from several universities The contributors believe that greater emphasis on spin off ventures will allow the nation's universities to play a vital role in increasing industrial competitiveness creating wealth for the community providing greater returns on our investment in higher education and enhancing the traditional knowledge generating role of the university sector

The Chicago Handbook of University Technology Transfer and Academic Entrepreneurship Albert N. Link, Donald S. Siegel, Mike Wright, 2015-03-09 Universities are now in the business of managing intellectual property portfolios and commercializing discoveries from their laboratories Much of the money universities make from this is in the form of licensing revenue and IPO related wealth However managing intellectual property portfolios is still a very new business for universities and administrators and policymakers are still uncertain about how best to navigate the many practical and fundamental issues that arise Written for both practitioners and academics The Chicago Handbook of University Technology Transfer and Academic Entrepreneurship provides a clear outline of the broad set of new practices and institutions that have sprung up to manage and sell intellectual property from university technology transfer offices and cooperative engineering research centers to vast research parks To determine what makes technology transfer work the question is approached from a variety of perspectives historically internationally and from the perspectives of professors entrepreneurs administrators and regulators Some chapters offer guidelines and examples of how to foster and maintain successful research ventures from various perspectives Others explore how developments in university technology transfer affect the public interest and inform the notion of open innovation and science

Success of University Spin-Offs Manoj Gupte, 2007-11-03 Drawing on a database of 107 university spin offs whose founders participated in structured face to face interviews Manoj A Gupte analyzes how the management of university spin offs can overcome the dilemma of resource poverty He shows that the success of spin offs can be actively influenced through network activities by accessing critical resources external to the company

Spin-Outs Graham Richards, 2010 Universities increasingly encourage spin out

companies from their own departments and interest from entrepreneurs and the commercial sphere is only set to develop further in coming years With this in mind Professor Graham Richards an academic and businessman who has had many years of involvement with spin out companies has written this book as a guide and an inspiration for those who are thinking about commercialising intellectual property and creating a spin out company In an informative and enjoyable style he describes his personal experiences of the processes involved in launching a spin out from the key decisions that have to be made through to those inevitable mistakes to be learnt from The University of Oxford has an outstanding record in forming spin out companies and has become one of the leading UK universities in this activity Within the University the Department of Chemistry has played a central role with 80 million being contributed to university funds by spin out companies that have emerged from the department Spin Outs provides an insight into how this has been achieved and carefully signposts the route for taking an academic s intellectual property from the lab to a start up company and then on to flotation on the stock market As a former head of Chemistry at Oxford Professor Graham Richards is uniquely placed to describe this process The author gives a real life focus to his account by using illustrative examples of the businesses in which he was personally involved drawing extensively on the case study of Oxford Molecular Ltd to show how this company was spun out in practice The book provides invaluable information for universities about what can be achieved and how It also provides guidance to the entrepreneur with thoughts of creating a high tech company the pitfalls the problems and what is needed as well as an indication of the potential benefits to all concerned

The book delves into University Startups And Spin Offs Guide For Entrepreneurs In Academia. University Startups And Spin Offs Guide For Entrepreneurs In Academia is a crucial topic that must be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into University Startups And Spin Offs Guide For Entrepreneurs In Academia, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:
 - Chapter 1: Introduction to University Startups And Spin Offs Guide For Entrepreneurs In Academia
 - Chapter 2: Essential Elements of University Startups And Spin Offs Guide For Entrepreneurs In Academia
 - Chapter 3: University Startups And Spin Offs Guide For Entrepreneurs In Academia in Everyday Life
 - Chapter 4: University Startups And Spin Offs Guide For Entrepreneurs In Academia in Specific Contexts
 - Chapter 5: Conclusion
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3. In chapter 2, this book will delve into the foundational concepts of University Startups And Spin Offs Guide For Entrepreneurs In Academia. This chapter will elucidate the essential principles that need to be understood to grasp University Startups And Spin Offs Guide For Entrepreneurs In Academia in its entirety.
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5. In chapter 4, this book will scrutinize the relevance of University Startups And Spin Offs Guide For Entrepreneurs In Academia in specific contexts. This chapter will explore how University Startups And Spin Offs Guide For Entrepreneurs In Academia is applied in specialized fields, such as education, business, and technology.
6. In chapter 5, the author will draw a conclusion about University Startups And Spin Offs Guide For Entrepreneurs In Academia. The final chapter will summarize the key points that have been discussed throughout the book. This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of University Startups And Spin Offs Guide For Entrepreneurs In Academia.

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University Startups And Spin Offs Guide For Entrepreneurs In Academia Introduction

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