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MANAGEMENT

# Managing High Technology Companies

**Jemielniak, Dariusz, Marks, Abigail**

## Managing High Technology Companies:

**Managing High-technology Companies** Henry E. Riggs,1983 *Managing Dynamic Technology-Oriented Businesses: High-Tech Organizations and Workplaces* Jemielniak, Dariusz, Marks, Abigail,2012-06-30 This book explores the culture of modern high tech workplaces and the different challenges and opportunities that new technologies present for modern workers and employers reviewing various management practices throughout the world Provided by publisher *Managing Creativity in Science and Hi-Tech* Ronald Kay,2012-05-30 Addressing the issues unique to managers of creative technical staff this guide reflects not only Ronald Kay's long experience observing and teaching successful management techniques but also treats the expanding challenges due to increasingly globally based projects and staff As before Kay's guide helps readers to prepare themselves graduate students and others to understand and improve their managerial skills and covers such practical yet sometimes overlooked steps such as individual and team behavior of creative technical staff managing their own and others' hiring evaluating and compensating technical staff and presentations meetings and organizational culture New to this edition are a chapter on the global impact of high tech enterprises and sections on the roles of foundations and government funding and task force participation Also tackled are the basics of starting financing and staffing venture capital funded enterprises What's more this book also serves to increase the awareness and knowledge base of anyone who needs to meet the challenge of managing people with the creative energies that drive technologically based economic growth

**Managing Complexity in High Technology Organizations** Mary Ann Young Von Glinow,Susan Albers Mohrman,1990 High technology which accounts for a rapidly growing section of the global workforce presents a different set of management problems than have usually been encountered by traditional industry In this book Von Glinow Mohrman and their expert contributors discuss the reasons for this difference and define new organizational forms for global high technology management Propounding a revolutionary approach to high technology management issues they explore management teams high velocity environments and high technology marketing as well as human resource considerations including team interdependence compensation and culture clash *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 enterprise s 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

**Comparing High Technology Firms in Developed and Developing Countries: Cluster Growth Initiatives** Bas, Tomas Gabriel, 2012-05-31 Clusters are geographic concentrations of interconnected companies specialized suppliers service providers and associated institutions in a particular field that are present in a nation or region The development and upgrading of clusters is an important agenda for governments companies and other institutions Cluster growth initiatives are an important new direction in economic policy building on earlier efforts in macroeconomic stabilization privatization market opening and cost reduction related to doing business Comparing High Technology Firms in Developed and Developing Countries Cluster Growth Initiatives is the leading source of information for readers interested in this field of study as it promotes scientific discussion on policies and practice of cluster growth as well as covers the emerging research topics which are going to define the future of the management of technology Furthermore this book demonstrates the effectiveness and efficiency of technology policy based on observations of differential growth rate of high technology firms in clusters and explores the factors that explain superior performance of high technology firms to contribute the improvement of technology policy in both developed and developing countries   **Managing High-Tech Services Using a CRM Strategy** Donald F. Blumberg, 2002-12-23 As high tech service industries grow more competitive the need to develop customer focused business strategies becomes imperative Managing High Tech Services Using a CRM Strategy explores how to manage and direct any service organization utilizing a high tech strategy supported by the Customer Relationship Management CRM infrastructure enabling   **Management Issues in New Product Teams in High Technology Companies** Deborah G Ancona, Sloan School of Management, David F Caldwell, 2023-07-18 Drawing on case studies of new product teams in high technology companies this book provides valuable insights into the management of innovation in complex fast paced environments Topics covered include team dynamics cross functional collaboration risk management and innovation strategy Built on extensive research

and real world experience this book is an essential resource for any manager responsible for leading innovation teams in high technology companies This work has been selected by scholars as being culturally important and is part of the knowledge base of civilization as we know it This work is in the public domain in the United States of America and possibly other nations Within the United States you may freely copy and distribute this work as no entity individual or corporate has a copyright on the body of the work Scholars believe and we concur that this work is important enough to be preserved reproduced and made generally available to the public We appreciate your support of the preservation process and thank you for being an important part of keeping this knowledge alive and relevant **Marketing of High-technology Products and Innovations** Jakki J. Mohr, Sanjit Sengupta, Stanley F. Slater, 2010 This title provides a thorough overview of the issues high tech marketers must address and provides a balance between conceptual discussions and examples small and big business products and services and consumer and business to business marketing contexts

**The Handbook of Technology Management, Supply Chain Management, Marketing and Advertising, and Global Management** Hossein Bidgoli, 2010 The discipline of technology management focuses on the scientific engineering and management issues related to the commercial introduction of new technologies Although more than thirty U S universities offer PhD programs in the subject there has never been a single comprehensive resource dedicated to technology management The Handbook of Technology Management fills that gap with coverage of all the core topics and applications in the field Edited by the renowned Doctor Hossein Bidgoli the three volumes here include all the basics for students educators and practitioners **Managing High-technology Companies** Marina Gorbis, William C. Grindley, Business Intelligence Program (SRI International), 1985

**ECKM2010-Proceedings of the 11th European Conference on Knowledge Management** Eduardo Tomé, 2010 **Critical Technology Management Issues of New Product Development in High-tech Companies** George M. Scott, 1998

**Product Strategy for High Technology Companies** Michael E. McGrath, 2000-11-02 One of the key determinants of success for today's high technology companies is product strategy and this guide continues to be the only book on product strategy written specifically for the 21st century high tech industry More than 250 examples from technological leaders including IBM Compaq and Apple plus a new focus on growth strategies and on Internet businesses define how high tech companies can use product strategy and product platform strategy for competitiveness profitability and growth in the Internet age

**Beware the Zombies** Roger W. Lawson, 2003 BEWARE THE ZOMBIES teaches you how to be successful in the jungle of business life and avoid becoming one of the walking dead It reveals the secrets of successfully managing high technology businesses such as information technology or telecommunications companies and contains a host of practical ideas for solving day to day problems **Journal of High Technology Management Research**, 2000 **Strategic Leadership in High Technology Management** International Conference on Managing the High Technology Firm. (2nd, 1990

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*The Management of Technology Intensive Projects in High Tech Companies* Emmanouil I. Tsalapatanis,S.  
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