

THE Electronic Business SERIES



# MANAGING *High-Tech Start-ups*

*Duncan MacVicar  
Darwin Throne*

# Managing High Tech Start Ups

**H Kauffman**



## **Managing High Tech Start Ups:**

Managing High-Tech Start-Ups Duncan MacVicar, Darwin Throne, 2013-10-22 Managing High Tech Start Ups equips engineers with a basic tool kit for founding a high tech manufacturing company It gives would be entrepreneurs insightful knowledge on how to attack such problems as developing a marketing plan a sales plan targets pricing hiring a sales force evaluating marketing results and correcting problems The book emphasizes how to correctly identify a problem so time is spent on its causes and not on its symptoms Particular emphasis is placed on the marketing aspects of new engineering ventures since marketing is usually not part of an engineer s experience yet is so vital in the success or failure of a new venture The authors take the reader step by step through the process of marketing evaluation and developing a product plan

**High-tech Entrepreneurship** Michel Bernasconi, Simon Harris, Mette Moensted, 2006 Edited by a multi national team this comprehensive book focuses on the blend of theory and practice needed to accurately inform advanced entrepreneurship students of the specifics of high tech start ups 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 **Management**

**Technology** ,1983 **Engineering Your Start-up** Michael L. Baird, 1992 Written for engineers and other technology professionals this book is a complete guide to launching and growing a successful high tech company The author an engineer with 20 years of technology and business management experience brings a dose of reality to discussions of financing stock options business plans market positioning and many other topics His in depth analysis and instructive case studies make this an essential guide for every entrepreneur Each of these books is a compact source of information for working engineers The career guides explain how to protect their ideas improve their job skills and build their careers The references provide useful at your fingertips data on engineering economics unit conversion and the metric system *Business Periodicals Index* ,1987

**Integrative Management, Innovation, and New Venturing** Menachem Terkel, 1991 **High-tech Start-up Ventures in Japan** ,1984 *California Management Review* ,2010 **The Essentials of Risk Management, Third Edition** Michel Crouhy, Dan Galai, Robert Mark, 2023-08-01 The bible of risk management fully updated for an investing landscape dramatically altered by social and technological upheavals When it was first published in 2005 The Essentials of Risk Management became an instant classic in risk management Now the authors provide a comprehensively updated and revised edition to help you succeed in a world rocked by unprecedented changes Combining academic research with real

world applications this bestselling guide provides the expert insights that has made it so popular for so many years covering the most effective ways to measure and transfer credit risk increase risk management transparency and implement an organization wide enterprise risk management approach In addition it covers a wide range of new issues including Fallout from the COVID pandemic New emerging risks associated with digital finance The effect of climate change on risk management Game changing new technologies like machine learning artificial intelligence and distributed ledger technology The definitive resource for quantifying risk versus return The Essentials of Risk Management delivers everything you need to safeguard your investments in today s economy     Technology Management 1 Tarek M. Khalil,A. Bayraktar Bulent,A. Edosomwan Johnson,1988 Conference report technology management technological change technology transfers technological innovations small scale industry research and development in planning education training economic analysis     **Management** Arthur G. Bedeian,1993     **The Investor's Guide to Singapore** ,2001     Making IT Henry S. Rowen,Marguerite Gong Hancock,William F. Miller,2007 This book is about the causes and major consequences of the rise of Asia in the IT industry It focuses on six regions countries Japan especially Fukuoka in the South Teheran Valley in Seoul Zhongguancun Science Park in Beijing Hsinchu Science based Park in Taiwan Singapore and Bangalore in India     *Managing the R&D/marketing Interface for Product Success* Massoud M. Saghafi,Jagdish N. Sheth,Gary L. Frazier,1990     California. Court of Appeal (4th Appellate District). Division 3. Records and Briefs California (State)., Number of Exhibits 12     International Journal of Technology Management ,1999     **Personnel Management Abstracts** ,2000     **Social Sciences and Innovation** Organisation for Economic Co-operation and Development,2001 These workshop proceedings examine the contribution of the social sciences to improving our understanding of social and technological innovation processes to overcoming barriers to innovation and how innovation can improve social science     *Introduction to Management Accounting* Charles T. Horngren,2008 One of three versions of the 14th edition Versions include 1 The full book containing chapters 1 17 with three additional chapters as a refresher on financial accounting 2 A brief book containing chapters 1 14 with a concise treatment of management accounting topics 3 SafariX an E version of the book

## Whispering the Techniques of Language: An Emotional Journey through **Managing High Tech Start Ups**

In a digitally-driven earth wherever screens reign supreme and instant connection drowns out the subtleties of language, the profound techniques and mental nuances hidden within words frequently move unheard. Yet, set within the pages of **Managing High Tech Start Ups** a captivating fictional value pulsing with natural thoughts, lies a fantastic quest waiting to be undertaken. Composed by a skilled wordsmith, that charming opus encourages visitors on an introspective journey, softly unraveling the veiled truths and profound affect resonating within the fabric of each word. Within the mental depths with this touching evaluation, we can embark upon a genuine exploration of the book's key themes, dissect its fascinating writing style, and succumb to the strong resonance it evokes strong within the recesses of readers' hearts.

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