

Foundr Magazine The Entrepreneur Startup Founders

StartupPro: How to set up and grow a tech business Differences of Founder Characteristics in High-Tech Spin-Offs. Which factors influence the decision to become a startup-founder? Life Is a Startup Startup Never Fails (New Version 2) Asian Founders at Work How to F*ck Up Your Startup The Startup Playbook From Startup to Exit Startup Evolution Curve From Idea to Profitable and Scalable Business Why Startups Fail Which Factors Determine the Success or Failure of Startup Companies? A Startup Ecosystem Analysis of Hungary, Germany and the US Startupland Selling Your Startup Business Vs Startups The Tao of Startups Disciplined Entrepreneurship Startup Tactics The Startup Playbook Surviving a Startup Startup Success The Art of Startup Fundraising Martin Zwilling Michael Strommer Noam Wasserman Rakesh SIDANA Ezra Ferraz Kim Hvidkjaer David S. Kidder Shirish Nadkarni Donatas Jonikas Can Akdeniz Christoph Kotsch Mikkel Svane Alejandro Cremades Rajan N James LaLonde Paul Cheek Rajat Bhargava Steven S. Hoffman Gordon Daugherty Alejandro Cremades

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if you 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 entrepreneurial journey

bachelor thesis from the year 2016 in the subject business economics investment and finance grade 1 3 technical university of munich tum school of management language english abstract entrepreneurship is a booming topic more and more entrepreneurs set out to launch their own startups to eventually turn them into unicorns one day but what makes people choose a risky unsafe alternative over a safe waged employment i digged into personal motives social and cultural aspects to fully understand the drivers of entrepreneurship to get empirical evidence a study among startup founders from tu munich was conducted chapter 1 will therefore describe the nature of htso differentiate their nature from non technology start ups and further highlight their importance in securing economic progress after getting an understanding of the topic s importance to the business community and why exactly such specific foundations are subject of this thesis the focus in chapter 2 shifts from an institutional to a personal level chapter 2 will investigate different theories which explain how an individual s characteristics and personality are shaped throughout the course of life this is important to get an understanding of the core subject of this thesis the individuals who have come up with promising innovations and founded their own spin off research on start ups and their founders is relatively new compared to traditional fields of studies but has already contributed remarkable insights into founder characteristics personality traits of founders and success factors of start ups in general chapter 3 is dedicated to the empirical section of this thesis describing the methodology of the survey and conducting a descriptive analysis of the survey findings in a second step the results are discussed and elaborated on in more detail

after two decades of research on founders a best selling book on the subject and experience teaching and mentoring thousands of students in this field noam wasserman is a prominent authority on startups hearing from countless readers and students that his insights helped them with important life decisions beyond the incubator and boardroom wasserman brings us a new book that applies to everyday life his research on the methods of successful startup founders like entrepreneurs we all deal with uncertainty tough decision making and necessary problem solving whether we freelance or work for large organizations whether we re married or single have kids or not we must be able to think on our feet assess risks and opportunities and recruit others to help us navigate them this book offers important advice for envisioning change in our lives from contemplating the next step in a relationship to making a radical career move and managing changes to which we ve already committed we can learn to recognize our own well worn patterns and keep our tendencies and habits in check recruit a personal taskforce our own board of directors to advise us and plan ahead for growth with his extensive database of entrepreneurship case studies from pandora to twitter to nike complemented with data on 20 000 founders wasserman is able to go deeply into the entrepreneurial mindset and show us how startups provide specific lessons for crafting our most successful lives

india has 38815 startups and there are secrets that 100 startups become unicorns with a total valuation of 240 billion there are many real situations and decisions that make any startup become successful and get interest from many investors and become funded this book is a collection of commonly asked questions asked by startups and entrepreneurs 90 of startups fail have you ever wonder why startup get fails do you want to get answers to all those common questions which come into your mind it will be more useful if you get answers from senior entrepreneur like rakesh sidana who gone through all start up life with his two startups the questions are regarding funding investors startups and entrepreneurs failure and success and many more have you ever wonder why startup get fails do you want to get answers to all those common questions which come into you mind it will be more useful if you get answers from senior entrepreneur like rakesh sidana who gone through all start up life he built two start ups one funded twice he himself gone through same journey to find the answers himself like finding co founder team mate and raising funding and hiring and pivoting business model and merger acquisition learn from his entrepreneurial journey building from scratch to raise funds and exit he explained his real startup experiences in this book he is mentor and investor into startups and visit top management institutions with his passion to inspire students and who wants to be entrepreneurs table of content what do most startup founders waste their time doing i have a startup idea how do i proceed which is better to do either do a job or start up a business with same knowledge why do 95 of businesses fail within five years what are the correct things you did for your startup that made your startup successful what do you want to be a businessman or an entrepreneur what s the difference what situations should a person be ready to face while starting a startup what are the best ways to generate good business ideas 9 10 11 20 more common questions replied by the author read ebook now about the author rakesh sidana is an entrepreneur mentor and author of three books he started his entrepreneurial journey in 2004 with international business and later known for his passion and persistence for his unique indian business mericar that brought change in the automotive industry mericar was first of its kind business to bring small car garages and mechanics on one platform this venture brought him in the front for his popularity in the media to discuss the change that is going to happen in india in the automotive aftermarket sector he has been on the advisory board for startups and mentor for entrepreneurs he has been invited and awarded by prestigious institutions like iim nit as guest speaker to inspire students with his achievements he was invited and a part of pm s initiative startup india standup india his events across india he organizes free campaign all over india by the name of startup never fails it was one hour session which he conducted in major cities like bangalore mumbai and guwahati and spread awareness about reasons and common mistakes of failures startups before writing book startup never fails which is a collection of all questions and answers asked by entrepreneurs in his sessions and fb live his books and online courses he is an author of a book i want to fly where are my wings

for startups and writes book on recent trends based on his experiences his second book where share is like love is on social media he is passionate about writing on behavior science first book is motivational book for entrepreneurs with real facts about their life to share his knowledge and experiences he has online courses on udemy on new technologies and business ideas he actively participate building and enegaging startup communities of over 1 lac members campaigns social work he is also building non profit group by the name of i want to fly foundation for education of unprivileged kids and offers startups with professionally designed mentorship programs and belongingness past migrated from small town to delhi for management course he started his career in 1997 as internet executive internet was a new term for india at that time and his articles on internet and web technologies were published in leading magazines and newspaper like the times of india

what does it take to successfully launch and scale a startup in asia while much of modern business literature covers silicon valley and its founders building a company in asia a world center of technology and innovation is a vastly different journey and not nearly as widely covered this book aims to change that asian founders at work is an essential compilation of in depth incisive interviews with over 20 top technopreneurs from the region authors ezra ferraz and gracy fernandez have gathered their exclusive conversations with business leaders min liang tan razer maria ressa rappler chatri sityodtong one championship patrick grove iflix and khailee ng 500 startups are just a few questions about early difficulties fundraising business pivots strategic partnerships exits via acquisition or ipo and more are answered in great detail to shine a light on the founders unique experiences learn directly from game changers in their own voice by documenting these stories the authors have created the largest and most comprehensive record of successes to date whether you are an aspiring entrepreneur yourself a business student wanting to become well versed in international practices or an owner looking to expand to the area this book provides a thorough guide to the startup culture in asia from the most knowledgeable sources possible what you will learn gain business knowledge of practices that are localized to asia become familiar with essential startup topics including product development user acquisition recruiting and fundraising study individual companies and founders and an overview of startup culture who this book is for those in the tech ecosystem in east southeast and south asia including aspiring founders or current founders who have started their entrepreneurial journey this book is alsofor people outside of asia who have an interest in the region entrepreneurs or businesspeople can refer to this book as they consider expansion into the area researchers and readers can pick up this book if they are curious about the business landscape of asia and want to hear directly from game changing founders

wall street journal bestseller every business owner dreams of success but the majority of businesses are doomed to fail this book

offers a journey through the pitfalls that cause 90 of companies to crash and the crucial remedies entrepreneurs can use to avoid or fix them kim hvidkjær was 29 years old when he became a millionaire two years later after a cluster of disasters he found himself basically broke now having rebuilt his fortune as the founder of several successful enterprises and studied thousands of failed startups hvidkjær has become an expert in failure what it means what it looks like and the strategies that business owners can use to prevent it in how to f ck up your startup he takes us on an entertaining and enlightening journey through the complex patterns of failure in the life cycle of a business covering attitude mistakes business model missteps market research snafus funding and financial blunders product development errors organization oversights sales slip ups growing pains most important he tackles what to do when your business has gone wrong hvidkjær fleshes out a tangible usable blueprint for entrepreneurs looking to learn the easy way from the mistakes of businesses gone before chock full of easy to follow business lessons that will keep you from f ckup your startup this down to earth guide offers crucial actionable advice for seasoned business owners and startup founders alike a masterclass in failure how to f ck up your startup is required reading for reaching success

according to the kauffman index of entrepreneurial activity more than 565 000 new businesses were created in 2010 in the united states alone each one of them hoping to strike gold the startup playbook will help them succeed going insider to insider with unprecedented access new york times bestselling author and clickable ceo david kidder shares the hard hitting experiences of some of the world's most influential entrepreneurs and ceos revealing their most closely held advice face to face interviews with 40 founders give readers key insights into what it took to build paypal linkedin aol ted flickr and many others into household names special sections include topics ranging from how to select the right idea to pursue to finding funding and overcoming inevitable obstacles in an economy demanding change the startup playbook is the go to for entrepreneurs big and small

tech entrepreneurs make your startup dreams come true by utilizing this invaluable founder to founder guide to successfully navigating all phases of the tech startup journey with the advent of the internet mobile computing and now ai machine learning and cloud computing the number of new startups has accelerated over the last decade across tech centers in silicon valley israel india and china from startup to exit shares the knowledge that pioneering serial entrepreneur shirish nadkarni has gained from over two decades of success detailing the practical aspects of startup formation from founding funding management and finding an exit with successful tech entrepreneurs interviewed and featured throughout from startup to exit will help you understand exactly what tech startups must do to succeed in all phases from idea stage to ipo gain invaluable insights from the journeys of other successful tech founders that can be applied to your own situation learn how to raise millions of dollars of funding from

angels and vcs to give your company the fuel it needs to take off and succeed

it's like an ikea guide for building your next startup based on research of 1 447 startups and highly recommended by more than 30 international experts it's not a book you read in a day but like a manual you take with you and consult from time to time every startup founder should have it on the desk shows the way donatas jonikas ph d provides clear and actionable guidelines for what to do next if you want to transform your innovative ideas into profitable and scalable business what should be done and why it is needed actionable steps and how to do it real case startup examples references for further reading templates and swipe files for download saves your time this step by step guide is designed for people who don't have time and want to take action right now if this describes you here is how you should use this book choose one of the five startup development stages you are currently most interested in review the topics to get of what should be done in that stage review the how to do it infographic at the beginning of the topic and follow the instructions covers all that's necessary the concept of startup evolution curve has five stages with seven lessons or tasks to be done in each this is a comprehensive manual with 35 lessons on startup marketing strategy and implementation that covers feasibility study hypotheses and experiments fundraising product launch growth hacking provides additional resources for free 20 templates and swipe files for download online video course on how to create an irresistible offer invitation to join the group of like minded startup entrepreneurs

when you're starting your own venture startup the last thing you want to focus on is failure nevertheless if you explore the common reasons for failure in advance you will be significantly less prone to succumb to them yourself this book is a collection of the main reasons why startups come up short and tips for avoiding them

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

the real story of what it takes to risk it all and go for broke conventional wisdom says most startups need to be in silicon valley started by young engineers around a sexy new idea and backed by vc funding but as mikkel svane reveals in startupland the story of founding zendesk was anything but conventional founded in a copenhagen loft by three thirty something friends looking to break free from corporate doldrums zendesk inc is now one of the hottest enterprise software companies still rapidly growing with customers in 150 countries but its success was anything but predestined with revealing stories both funny and frank mikkel shares how he and his friends bravely left secure jobs to start something on their own how he almost went broke several times how they picked up themselves and their families to travel across the world to california and the unknown and how the three friends were miraculously still together for zendesk s ipo and still growing success much like zendesk s mission itself to remove friction barriers and mystery in order to make customer service easier and more approachable startupland removes some of the myths about startups and startup founders mikkel s advice hard won through experience often bucks conventional wisdom and entrepreneurial tropes he shares why failure whether fast or slow is awful why a seemingly boring product or idea can be the most exciting why giving back to the community is as important as the bottom line from how to hire right look for people who are not offended by swearing to which personas generate the highest response rates mikkel answers the most pressing questions from the perspective of someone still in the trenches and willing to share the hard truth warts and all while there are books by consultants who tell you how to build businesses or by entrepreneurs now running billion dollar businesses there are few books from people still in the trenches who acutely remember the difficult daily decisions the thrill and fears of the early days the problems that scale with growing a business and the reason why they all went on the adventure in the first place startupland is indispensable reading for all entrepreneurs who want to make their ideas the next big thing the book will inspire and empower you to follow your own dream and create your own story

learn how to sell your startup from an acquisition expert many entrepreneurs dream of the day their company is acquired and they secure a perfect exit but information about the process of getting your business acquired usually comes from expensive investment bankers who typically advise late stage startups in selling your startup serial entrepreneur alejandro cremades delivers an accessible guide on how to sell your startup with first hand experience as a fully exited entrepreneur investment banker and lawyer cremades describes the tips and tricks startup founders need to sell their early stage to growth stage business

in this book you'll discover the role that investment bankers play in the acquisition process how they add value and how to break down their fees preparing your company for sale including compiling a pitch book putting its finances in order and building a target list of potential acquirers how to get to a letter of intent perform due diligence and reach a purchase agreement perfect for entrepreneurs of all kinds selling your startup is a must have roadmap to the practical realities of company acquisition and contains proven guidance on crafting your perfect exit

business vs startups two fancy words of modern society most of the time meant and understood wrongly as the same though both have desired set of similarities this book gives the differences in them

this book the tao of startups a guidebook for your entrepreneurial life a step by step how to guide for doing a successful startup is the one book you need if you are considering doing or in the process of doing a startup face it odds wise you have a much better chance of becoming a pro athlete than a successful startup entrepreneur internationally successful serial entrepreneur james lalonde takes you through the key things you need to get right in the early days of your startup before you turn the next 5 years of your life and your startup into a stress laden nightmare how to do all the things that most first time entrepreneurs get wrong or ignore are here in this book how to select the right co founders how to build a winning minimum viable product mvp how to make a bulletproof pitch deck and then successfully use it to get vc funding also a lot of essential information that has never been organized and gathered in one place is all here all the ways you can get funding without giving up precious equity to vcs how to split the equity between co founders to ensure its fair and won't end up being a point of contention that destroys your startup how to set the valuation for your startup and how to get investors to accept it how to get through all the investor meetings and the inevitable due diligence so you can get the investment you need to grow your business and much more the author james lalonde is a sought after speaker and startup mentor with 15 years of doing multiple startups in silicon valley tokyo hong kong and beijing in addition to his startup and investment activities james serves as a professor of entrepreneurship at the university of international business and economics in beijing affiliated with Loyola University and is a mentor for Chinaaccelerator Stanford University Graduate School of Business and the Beijing Center the materials contained in this book have been perfected over years of the author's actual startup experience thousands of hours of startup founder mentoring hundreds of hours of presentations and university lectures to people who are planning to start companies the book gives you everything you need to get you and your startup team and product launched and funded without any fluff or non-essential filler the 8 minute presentation that formed the genesis of this book idea and subsequent university course is on youtube feel free to have a look at the video before you buy to

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a hands on practical roadmap to get from great idea to successful company in disciplined entrepreneurship startup tactics renowned entrepreneur and executive director of the martin trust center for mit entrepreneurship paul cheek delivers an actionable field guide to transforming your one great idea into a functional funded and staffed startup building on the ideas presented in the bestselling disciplined entrepreneurship the author delivers a startlingly complete and comprehensive set of solutions you can implement immediately to advance your company to its next stage of growth this is not a theoretical book you ll find ground level down and dirty entrepreneurial tactics like how to conduct advanced primary market research market and sell to your first customers and take a scrappy approach to building your first products that keep your firm growing these tactics maximize your impact with limited resources you ll also discover effective marketing tactics specific to early startups that go beyond cookie cutter digital martech solutions tactics for designing and testing your product concepts yourself before investing limited resources in developing a fully functional product methods for equity distribution that minimize conflict and maximize investor return an invaluable resource for founders and entrepreneurs disciplined entrepreneurship startup tactics will also benefit any professional working at an early stage startup or launching new products looking for concrete solutions to the most common and difficult problems faced by young companies and the people who work in them

get the real guidance you need to create and build your first startup company from founders who have been there many times before the first run printing of the startup playbook sold out so we revised expanded and improved this second edition including a new foreword by brad feld author of venture deals we still give our personal how to guide for building your startup from the ground up you ll find a collection of the major lessons and shortcuts we ve learned that will shift the odds in your favor we re sharing our tips secrets and advice in a frank founder to founder discussion with you we make no bones about our bias we re on your side the founder s side while venture capitalists investors and accelerators incubators can add great value in the startup ecosystem this book isn t about their points of view we ll tell you where our interests as founders diverge from those on the other side of the table investors bankers advisors board members and others and what to do when that happens the startup playbook is not a recipe it s not a template it s not a list of tasks to do it s our insider s guide to starting a company and running it successfully in those critical early months between us we ve started over a dozen high tech software companies and raised over 500 million in investment capital we ve acquired over thirty five companies had three of our startups go public sold six of them and we made billions of dollars for shareholders we ve also invested in over eighty startups advised and mentored over two hundred

companies and actively worked with venture capitalists vcs incubators and accelerators to help launch many other new startups we ve had plenty of failures too and we ve probably learned more from those than from the successes we share those lessons as well the startup playbook is full of our advice guidance do s and don ts from our years of experience as founders many times we want to share our hard earned knowledge with you to make success easier for you to achieve this book is extraordinarily fresh and exciting in an accessible straight talk fashion this book is a manual and an inspiration the startup playbook is smart and avoids the i am so smart over writing endemic to the genre read this as it is presented you ll be doing yourself a tremendous favor amazon reviewer

steve hoffman ceo of founders space prepares entrepreneurs to avoid mistakes overcome obstacles and master the skills necessary to make the right choices along their path to success the fact is over 90 percent of all new startups fail every entrepreneur must face this harsh reality and learn to master it if they hope to survive and wind up on top in surviving a startup hoffman brings readers on a wild ride sharing with them the tumultuous journey of launching a venture funded startup and revealing what it takes to make it in this one of a kind guide you will learn a deep analysis and insights into the major challenges every entrepreneur faces when launching a business how to make the best possible decisions and deal with crisis situations strategies for raising capital and growing a business even when it seems impossible secrets on how to manage difficult employees demonstrate leadership and overcome disasters essential traits that enable startup founders to survive and succeed the best way to develop innovative products conduct guerilla marketing campaigns obtain pr and outmaneuver competitors how to recruit the best talent manage highly efficient teams and motivate employees even with little to no money the steps necessary to transform an idea into a robust rapidly growing business as the captain of one of the world s leading startup incubators and accelerators steve knows what it s like to be on the front lines how tough it can get when the battle turns against the entrepreneur and what it takes to taste victory and overcome seemingly impossible odds surviving a startup is a must read for entrepreneurs considering taking the best first steps for a new venture

you ve got yourself a startup but now where s the funding going to come from in this day and age creating a startup seems to be an easy process after some meetings with an equally passionate cofounder you discover you have a creative idea the outline of a business plan and a willingness to spend nights and weekends doing really hard work but most startup founders have never run a company much less had to secure funding to reach crucial milestones if you don t get the funding you need you may either make progress at a snail s pace or you may have to give up altogether with stakes this high improving a startup founder s odds of

fundraising successfully even just a little can make a huge difference in the outcome of a venture in this informative and enlightening book gordon daugherty demystifies the fundraising process that takes place during the early phases of a startup s evolution every founder cares about the valuation they will be able to negotiate with investors and anyone who has attempted fundraising has encountered numerous debates about the valuation they re asking for startup success dedicates a whole chapter to negotiating valuation which in the end involves a serious combination of art and science to execute effectively daugherty s book serves as a valuable educational and planning tool for use before the fundraising campaign begins and a reference guide for interacting and negotiating with investors after things get underway startup success is written in a logical sequence that follows the general life cycle of planning and executing a successful fundraising campaign actionable tips tricks and aha realizations will have readers dog earing pages and highlighting passages for future reference the author s own words tell it all i decided to write something different that best exploits the gray in my hair and the hard lessons i ve learned any startup founder advisor or angel investor regardless of their experience level will come away with improved skills and an increased knowledge base gordon daugherty is a seasoned business executive entrepreneur startup advisor and investor he has made more than 200 investments in early stage companies as a venture fund manager and angel investor and he has been involved in raising more than 80 million in growth and venture capital

startup money is moving online and this guide shows you how it works the art of startup fundraising takes a fresh look at raising money for startups with a focus on the changing face of startup finance new regulations are making the old go to advice less relevant as startup money is increasingly moving online these new waters are all but uncharted and founders need an accessible guide this book helps you navigate the online world of startup fundraising with easy to follow explanations and expert perspective on the new digital world of finance you ll find tips and tricks on raising money and investing in startups from early stage to growth stage and develop a clear strategy based on the new realities surrounding today s startup landscape the finance world is in a massive state of flux changes are occurring at an increasing pace in all sectors but few more intensely than the startup sphere when the paradigm changes your processes must change with it this book shows you how startup funding works with expert coaching toward the new rules on the field learn how the jobs act impacts the fundraising model gain insight on startups from early stage to growth stage find the money you need to get your venture going craft your pitch and optimize the strategy build momentum identify the right investors avoid the common mistakes don t rely on the how we did it tales from superstar startups as these stories are unique and applied to exceptional scenarios the game has changed and playing by the old rules only gets you left behind whether you re founding a startup or looking to invest the art of startup fundraising provides the up to the minute

guidance you need

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