

The Unique Funding Issues of High-Tech Ventures

- Early seed funding supports a long period of product development – often comes from government grants or foundations.
- “Valley of death” – period from idea generation to product development characterized by a high failure rate
- “Early adopters” stage – technically-oriented users who want leading edge technology
- Marketing dollars needed to create awareness for new adopters
- “Tornado” – period of mass adoption

Funding High Tech Ventures

Michal Rosen-Zvi



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Funding High Tech Ventures Richard L. Manweller, 1997 Insider's proven strategies on how to find prepare for and win over investors Explains how to tailor one's strategy to produce an in depth meaningful business plan Examples of legal proposal documents a sample business plan and worksheets such as Sales Forecasts Return on Investment and Projected Income guide the reader into formulating a winning plan Ideal for new emerging and established companies *High-tech Ventures* C. Gordon Bell, John E. Mcnamara, 1991-07-22 This book is written primarily for people who are creating the future high tech world by designing building and marketing innovative products More specifically it is for all engineers engineering managers entrepreneurs and intapreneurs The book provides insight into the problems entrepreneurs face and gives a model for successful startup companies in a formal checklist Technology Entrepreneurship Natasha Evers, James Cunningham, Thomas Hoholm, 2020-12-12 This second edition of the critically acclaimed core textbook provides students from technology and science based backgrounds with the theoretical knowledge and practical skills required to transform innovative ideas into commercially viable businesses for profit or social ends Blending theory policy and practice in a manner that is accessible to readers with little prior knowledge of business commercialisation it offers a framework for understanding the entrepreneurial process for technological ideas The book provides students with comprehensive guidance on the specialized field of technopreneurship It provides the tools and frameworks required for managing commercialising and marketing technological innovation With real life examples and case studies from a range of countries and industries it will equip students with the understanding required to successfully launch their product This text caters for undergraduate and postgraduate students studying technology entrepreneurship modules on engineering science and computing technology programmes New to this edition All chapters updated to reflect the evolution of theory and practice in the field New cases on digital entrepreneurship growth and scaling Extended geographical coverage of case studies Entrepreneurial practices updated to include recent research Strategic context of business models business growth and scaling digital entrepreneurship entrepreneurial marketing organization design and crowdfunding developed and updated

Entrepreneur's choice between Venture Capitalist and Business Angel for Start-Up Financing Daniel Schmidt, 2014-02-01 The study extends the literature on venture capital by examining whether entrepreneur's choice for an external investor and certain firm characteristics have an impact on venture success or not The focus is set on the differences in value creation by venture capitalists and business angels for ventures of the high and low technology sector The assessment of a data set including 252 Series A financing rounds by venture capitalist firms business angels and collaborative investments of both investors conducted between 2005 and 2012 unveils value enhancing aspects for all three financing solutions Overall start ups initially financed by venture capitalist firms perform best with regard to general venture success whereas start ups collaboratively supported by venture capitalists and business angels have the highest chances to exit successfully through a

trade sale It becomes further apparent that ventures located in one of the high technology industries internet pharmaceuticals and high tech ventures that are longer established in the market and ventures whose Series A financing round was executed more recently indicate an enhanced likelihood of success Obtaining Finance for High-technology Ventures W. A. Freyenfeld,1983 **The Oxford Handbook of Entrepreneurial Finance** Douglas Cumming,2012-02-10

The topic of Entrepreneurial Finance involves many issues including but not limited to the risks and returns to being an entrepreneur financial contracting business planning capital gaps and the availability of capital market booms and busts public policy and international differences in entrepreneurial finance stemming from differences in laws institutions and culture As these issues are so extremely broad and complex the academic and practitioner literature on topic usually focuses on at most one or two of these issues at one time The Oxford Handbook of Entrepreneurial Finance provides a comprehensive picture of issues dealing with different sources of entrepreneurial finance and different issues with financing entrepreneurs The Handbook comprises contributions from 48 authors based in 12 different countries It is organized into seven parts the first of which introduces the issues explains the organization of the Handbook and briefly summarizes the contributions made by the authors in each of the chapters Part II covers the topics pertaining to financing new industries and the returns and risk to being an entrepreneur Part III deals with entrepreneurial capital structure Part IV discusses business planning funding and funding gaps in entrepreneurial finance with a focus on credit markets Part V provides analyses of the main alternative sources of entrepreneurial finance Part VI considers issues in public policy towards entrepreneurial finance Part VII considers international differences in entrepreneurial finance including analyses of entrepreneurial finance in weak institutional environments as well as microfinance *Managing Innovation* Joe Tidd,John R. Bessant,2020-11-23 Now in its seventh edition *Managing Innovation Integrating Technological Market and Organizational Change* enables graduate and undergraduate students to develop the unique skill set and the foundational knowledge required to successfully manage innovation technology and new product development This bestselling text has been fully updated with new data new methods and new concepts while still retaining its holistic approach the subject The text provides an integrated evidence based methodology to innovation management that is supported by the latest academic research and the authors extensive experience in real world management practice Students are provided with an impressive range of learning tools including numerous case studies illustrative examples discussions questions and key information boxes to help them explore the innovation process and its relation to the markets technology and the organization Research Notes examine the latest evidence and topics in the field while Views from the Front Line offer insights from practicing innovation managers and connect the covered material to actual experiences and challenges Throughout the text students are encouraged to apply their knowledge and critical thinking skills to business model innovation creativity entrepreneurship service innovation and many more current and emerging approaches and practices *Handbook of Research on Small Business and*

Entrepreneurship Elizabeth Chell, Mine Karataş-Özkan, 2014-03-28 This insightful Handbook focuses on behaviour performance and relationships in small and entrepreneurial firms

Maximizing the Returns of Government Venture Capital Programs Andrew Mara, 2011

Resourcing the Start-Up Business Oswald Jones, Allan Macpherson, Dilani Jayawarna, 2013-10-01 Starting a business successfully requires numerous skills and resources The alarming rate of failures associated with new ventures suggests that potential entrepreneurs would welcome expert advice at the most vital stage in the life of any business The expert author team focus on those resources skills capabilities and learning required by any entrepreneur in the process of starting a new business Specifically this text aims to Introduce and explain those resources including finance that are essential to successful business creation Identify the key skills and capabilities that are required by entrepreneurs Highlight the ways in which new resources are combined with the entrepreneur s existing resource base to develop the business effectively Explore the way entrepreneurs learn in the process of developing their business Drawing on the most up to date and most relevant research this concise textbook provides students and academics of entrepreneurship with a practical guide to acquiring the appropriate resources in order to start a new firm

Government Policy and Program Impacts on Technology Development, Transfer, and Commercialization Kimball Marshall, William Piper, 2013-02-01 In recent decades government funded technologies have produced radar microwave ovens modern cell phone systems the Internet new materials for aircraft and motor vehicles and new medical instrumentation This first of its kind book examines how access to technology is affected by government policies and government sponsored programs Government Policy and Program Impacts on Technology Development Transfer and Commercialization International Perspectives provides an easy to read overview of the field and several studies serving as examples to guide government policymakers and private sector decision makers This forward looking book also forecasts the potential impacts of government regulation upon the field and presents provocative discussions of the ethical implications of the cross cultural and cross national challenges facing technologically developed nations in the global economy This book reviews this broad field by first providing an overview of the goals of government technology policies and programs as well as of generic types of government technology programs Next it presents carefully selected studies that illustrate the potential impacts of government decisions upon marketing constraints industry acceptance of regulatory requirements economic development gross domestic product and the choices firms make when it comes to location competitiveness product development and other factors The final chapters explore ethical considerations from a global perspective These chapters also explore the implications of these considerations in relation to the success of governmental and private sector technology transfer and commercialization programs The macromarketing perspective taken by the contributors serves to ground the impacts of government technology policies and programs in practical implications for economic development business productivity and quality of life The contributors to this unique collection share their expertise on government sponsorship of technology research the impact of government regulation upon

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New Technology-Based Firms in the New Millennium Ray Oakey, Gary Cook, 2008-05-26 Examines the question of whether providing work experience within courses of study in higher education affects entrepreneurial attitudes and behaviour important given government imperatives to foster entrepreneurship through the education system

Encyclopedia of New Venture Management Matthew R. Marvel, 2012-05-18 The Encyclopedia of New Venture Management explores the skills needed to succeed in business along with the potential risks and rewards and environmental settings and characteristics

Journal of Small Business and Entrepreneurship, 1985 Report of the National Science Board, 1983 **Technology Policy and Competitiveness Legislation: Overview and financing** United States. Congress. House. Committee on Science, Space, and Technology. Subcommittee on Technology, Environment, and Aviation, 1993

New Technology-Based Firms in the New Millennium Aard Groen, Gary Cook, Peter van der Sijde, 2015-06-16 The papers in this volume address key themes relating to improving our understanding of the processes involved in high technology entrepreneurship and of the design of effective policy to promote it Topics examined include start ups entrepreneurship clusters inter firm collaboration and growth strategy for high technology small firms

Knowledge-Intensive Entrepreneurship in Low-Tech Industries Hartmut Hirsch-Kreinsen, Isabel Schwing, 2014-05-30 This book will appeal to social scientists economists and students of innovation and entrepreneurship studies Policy makers and company representatives will also find much of interest in this book with its surprising insights into a field that has b

The Global Internet Economy Bruce Mitchel Kogut, 2003 Comparative analyses of the development and economic development of the Internet in seven countries

The Life Cycle of New Ventures Candida G. Brush, Lars Kolvereid, L. Oystein Widding, Roger Sorheim, 2010-01-01 The contributors to this book provide a cross national comparison of venture emergence newness and growth Their chapters examine the influences of cultural social and economic factors on venture development compare the approaches of entrepreneurs who move from idea to emerging organization and investigate acquisition and development of resources in growth and performance The authors consider important issues in new ventures research such as technology commercialization management team development

and influence of equity funding While its particular focus is on Norway and the US the book offers broad and intriguing contributions with regard to the emergence and growth of knowledge based firms in developed economies and has implications for both direct and indirect government policy with regard to stimulating the formation and development of knowledge based firms Scholars and students of entrepreneurship international studies and economics policymakers international business experts and economic development specialists will find this rigorous analysis of the utmost importance

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