

# 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

**Mike Jess**



## **University Startups And Spin Offs Guide For Entrepreneurs In Academia:**

**University Startups and Spin-Offs** Manuel Stagars, 2014-11-27 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

**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

**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

**Regulation A+** Paul Getty, Dinesh Gupta, Robert R. Kaplan, 2015-11-27 Discover how to raise money under new provisions in the recently enacted JOBS Act Regulation A How the JOBS Act Creates Opportunities for Entrepreneurs and Investors will guide and advise executives of emerging growth companies entrepreneurs financial advisers venture capitalists investment bankers securities lawyers finance and MBA students and others on how to raise up to 50 million a year through streamlined regulations Signed by President Obama on April 5 2012 Title IV of the JOBS Act amends the 1930s era Regulation A making it far easier for businesses to raise growth capital through public offerings It is in effect a new type of IPO but with much less regulation and cost Regulation A How the JOBS Act Creates Opportunities for Entrepreneurs and Investors spells out new processes that can and will have a dramatic impact on how companies obtain growth capital to create new jobs and bolster returns for investors Some financial gurus believe that the new law dubbed Regulation A due to the enhancements will usher in a

revolutionary period of growth and innovation comparable to our largest past economic expansions To date much of the commentary on the JOBS Act has focused on Title III which allows broader use of crowdfunding to raise up to 1 million per year However many entrepreneurs and economists believe that new changes to Regulation A will have a much greater impact on innovation and job creation The best part Regulation A lifts many constraints on soliciting funds and trading new stock issues Among other things readers of this book will learn how to take advantage of these provisions Regulation A permits companies to raise up to 50 million a tenfold increase over the old limit of 5 million and much more than the crowdfunding provisions of the JOBS Act 1 million Regulation A allows companies to market IPOs to more people than just accredited investors and makes it easier to get the word out on offerings Regulation A allows certain companies to avoid the SEC periodic reporting regimen Form 10 K Form 10 Q Form 8 K and proxy statements provided that the number of shareholders is kept below revised thresholds Regulation A exempts certain companies from many onerous and costly compliance requirements including Sarbanes Oxley In short Regulation A greatly simplifies the capital raising process making it easier to grow companies create jobs and reward investors

**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

**Fostering Innovation in Venture Capital and Startup Ecosystems** Sharma, Renuka,Mehta, Kiran,Yu, Poshan,2024-03-11 The disruptive potential of technologies such as Artificial Intelligence AI blockchain the Internet of Things IoT and biotechnology catalysts redefine traditional business models and serve as instrumental forces in attracting venture capital investments The lower barriers to entry facilitated by these disruptive technologies empower entrepreneurs to bring their ideas to market creating a more accessible landscape for funding and innovation Fostering Innovation in Venture Capital and Startup Ecosystems explores this transformative intersection where emerging technologies catalyze change fuel innovation and redefine the dynamics of financial investments and

entrepreneurial endeavors Moreover the book delves into how embracing AI IoT blockchain and augmented reality virtual reality can expedite innovation enhance efficiency and scale businesses Through a multidisciplinary lens readers understand how these technologies influence established markets drive economic growth and create job opportunities This book is ideal for venture capitalists angel investors entrepreneurs startup founders and policymakers

**Marketplace Lending, Financial Analysis, and the Future of Credit** Ioannis Akkizidis, Manuel Stagars, 2015-12-08 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

**Advanced Negotiation Techniques** Steve Hay, Alan McCarthy, John Hay Agent for RDC, 2015-02-19 Advanced Negotiation Techniques provides a wealth of material in a winning combination of practical experience and good research to give you a series of tools techniques and real life examples to help you achieve your negotiation objectives For 25 years and across 40 countries the Resource Development Centre RDC run by negotiation experts Alan McCarthy and Steve Hay has helped thousands of people to conduct successful negotiations of every type Many RDC clients have been business professionals who have learned how to sell more successfully Others have improved their buying skills A few clients have applied the RDC techniques outside the business environment altogether for instance in such areas as international diplomatic services including hostage and kidnap situations As you ll discover the RDC philosophy is centered on business ethics and a principled approach to negotiation that maximizes the value of the outcomes for both parties It can even create additional value that neither party could find in isolation In this book you will learn The ten golden rules for successful negotiations How to handle conflicts with your negotiating partners What hostage and kidnapping negotiations can teach managers negotiating in business settings How to ensure both sides perceive any agreement as a win

Achieve higher profit deals in difficult circumstances In the business world negotiating with other companies government officials and even your colleagues is a fact of life Advanced Negotiation Techniques takes you through a system for planning and conducting negotiations that will enable you and your team to achieve your negotiation objectives This is an internationally tried and tested process with many current Blue Chip organizations applying it daily for a simple reason the techniques are easy to implement and they work That makes this book essential reading for those who want to achieve their goals in any area of life *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

*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

*Entrepreneurial Universities* Marta Peris-Ortiz, Jaime Alonso Gómez, José M. Merigó-Lindahl, Carlos Rueda-Armengot, 2016-12-13 This book analyses the importance of the entrepreneurial university specifically in relation to the creation of entrepreneurial ideas and attitudes in students and entrepreneurial initiatives in academic institutions The aim of the editors and contributing authors is to provide the reader with a set of experiences illustrating the advantages of communicating and encouraging entrepreneurship among students thereby highlighting the third mission of the university the need to adopt entrepreneurial strategy without disrupting the quality of teaching and research Featuring initiatives from

institutions around the world the authors argue that the increasing importance of knowledge in the technical and social dimensions of today's world provides greater relevance to the entrepreneurial university. In this context universities transcend their traditional focus on teaching and basic research to carry out technology transfers, marketing ideas and patent registrations and incorporate spin off companies that contribute to industrial innovations, economic growth and job creation. In the teaching dimension the entrepreneurial university represents a focus on programs which train students in the applications and most advanced practices in knowledge driven fields. The book addresses such questions as: Can marketing ideas deteriorate the quality of research in the long term? What importance does the cultural framework have for an entrepreneurial education? What circumstances and programs facilitate spin offs in universities? What are the key features of entrepreneurial universities? In reference to entrepreneurship education in its broadest sense then it corresponds to the framework of ideas and general features on which entrepreneurship is founded in depth knowledge of the projects or ventures which they wish to carry out, capacity to perceive the relevant characteristics of the environment and the leadership and goal setting skills to achieve success.

**Open Innovation Dynamics** Jinhyo Joseph Yun, 2022-11-04 This book expands the concept of open innovation from a static strategic idea to a dynamic principle. It details various underexplored aspects of this concept including the culture for necessary open innovation dynamics, the difference between James Watt and Steve Jobs and collective intelligence as a new category of open innovation. It specifically considers open innovation within the context of micro and macro dynamics of economics.

**Data Quality in Southeast Asia** Manuel Stagers, 2016-06-16 This book explores the reliability of official statistical data in the ASEAN, the Association of Southeast Asian Nations, and the benefits of a better vocabulary to discuss the quality of publicly available data to address the needs of all users. It introduces a rigorous method to disaggregate and rate data quality into principal factors containing a total of ten dimensions which serves as the basis for a discussion on the opportunities and challenges for data quality capacity building programs and data policy in Southeast Asia. Tools to standardize and monitor statistical capacity and data quality are presented as well as methods and data sources to analyse data quality. The book analyses data quality in Indonesia, Malaysia, Singapore, the Philippines, Thailand, Vietnam, Brunei, Laos, Cambodia and Myanmar before concluding with thoughts on Open Data and the ASEAN Economic Community (AEC).

**Open Data in Southeast Asia** Manuel Stagers, 2016-06-27 This book explores the power of greater openness, accountability and transparency in digital information and government data for the nations of Southeast Asia. The author demonstrates that although the term open data seems to be self explanatory it involves an evolving ecosystem of complex domains. Through empirical case studies this book explains how governments in the ASEAN may harvest the benefits of open data to maximize their productivity, efficiency and innovation. The book also investigates how increasing digital divides in the population, boundaries to civil society and shortfalls in civil and political rights threaten to arrest open data in early development which may hamper post 2015 development agendas in the region. With robust open data policies and clear



roadmaps member states of the ASEAN can harvest the promising opportunities of open data in their particular developmental institutional and legal settings Governments policy makers entrepreneurs and academics will gain a clearer understanding of the factors that enable open data from this timely research      **Podnikateľské modely a podnikateľské stratégie startupov I.** Štefan Slávik, Richard Bednár, Ivana Ljudvigová, Rachel Matušková, Juraj Mišún, Ivana Mišúnová Hudáková, Katarína Procházková, Monika Roštárová, Michaela Vogl, Branislav Zagoršek, Eliška Záležáková, Jozef Hvorecký, 2015-12-01 iadne poskytnut inform cie      **Tech-Preneurship: Membangun Startup Digital dengan AI & Blockchain** Dr. Yaya Jakaria, S.Si., M.M., Benny Purnawan, S.T., M.T., Dr. Didin Saepudin, S.E., M.Si, 2025-02-17 Di era revolusi digital teknologi tidak lagi sekadar alat bantu melainkan penggerak utama inovasi bisnis Tech Preneurship Membangun Startup Digital dengan AI Blockchain mengungkap strategi dan kiat praktis untuk menjadi pionir di dunia startup dengan memanfaatkan dua teknologi terkini Kecerdasan Buatan AI dan Blockchain Buku ini membahas secara komprehensif tentang cara mengidentifikasi peluang pasar merancang model bisnis digital hingga mengembangkan produk yang relevan dengan kebutuhan konsumen modern Disertai studi kasus dari startup sukses pembaca diajak untuk memahami penerapan AI dalam otomatisasi bisnis dan Blockchain untuk keamanan data serta transparansi transaksi Ditulis dengan gaya yang informatif namun mudah dipahami buku ini tidak hanya ditujukan bagi calon pengusaha teknologi tetapi juga bagi mereka yang ingin memahami bagaimana AI dan Blockchain dapat merevolusi industri      **Business Periodicals Index** ,2000      **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      **Research to Revenue** Don Rose, Cam Patterson, 2016

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