

EIGHTH EDITION

# LAUNCHING NEW VENTURES

An Entrepreneurial Approach

Kathleen R. Allen

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# Launching New Ventures An Entrepreneurial Approach

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who are contemplating the unknown but attractive world of technological entrepreneurship a key driver of economic growth in developed countries and critical in stimulating growth in developing countries The purpose is to prepare these professionals as members of teams focusing on commercializing new technology based products The material has also been used to introduce engineering students to the processes involved in technological entrepreneurship Volume one provides a background of fundamentals and theory to prepare the reader for the venture launch Topics include the entrepreneurial process the venture team developing and marketing high tech products and launching the new venture Volume two goes into detail in critical areas such as intellectual property protection legal forms of organization financial projections and business plan preparation and delivery The primary emphasis is focused on creating lean and agile organizations capable of recognizing opportunities quickly developing introductory products for small test markets to better define the opportunities and using the results of those test markets to arrive at a product with wide acceptance capable of driving growth

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