

Healthcare Entrepreneurship – Intrapreneurship: Part A

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Entrepreneur = a person who organizes and manages any enterprise, especially a business, *taking considerable initiative and risk.*

Intrapreneur = an employee of a large corporation who is *given* freedom and financial support to create new products, services, systems, etc., and does not have to follow the corporation's usual routines or protocols.

Executive = a person or group of persons having administrative or supervisory authority in an *organization.*

Dictionary.com

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Entrepreneurs in High Technology

1. Technical entrepreneurs come far more frequently from *development work* than from research, *where they excelled as high performers.*
2. Entrepreneurs are not all alike; they display wide ranges of personalities, motivations, and goals for starting new enterprises.
3. Widespread deficiencies in business plans and in team composition hurt the new enterprise's ability to raise "outside" capital.
4. *Family background has no impact on entrepreneurial success. Successful entrepreneurs are made, not born!*
5. *Prior supervisory, managerial, and especially sales experience by founders contributes to successful enterprises*

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Entrepreneurs in High Technology

6. Entrepreneurs with a **high need for achievement** are more likely to succeed.
7. **Multi-founder teams generally perform far better than single founders, and the greater their number the more likely is their success.**
8. Firms that begin with a marketing orientation, and/or evolve one early in their development, are more **likely to succeed.**
9. Companies that focus on **core technologies** and markets do much better than those that diversify into multiple technologies and markets.
10. **"Founder's diseases"** are widespread, but not universal, with two thirds of the founders of successful technological enterprises being displaced before their companies achieve, **"super success"**.

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