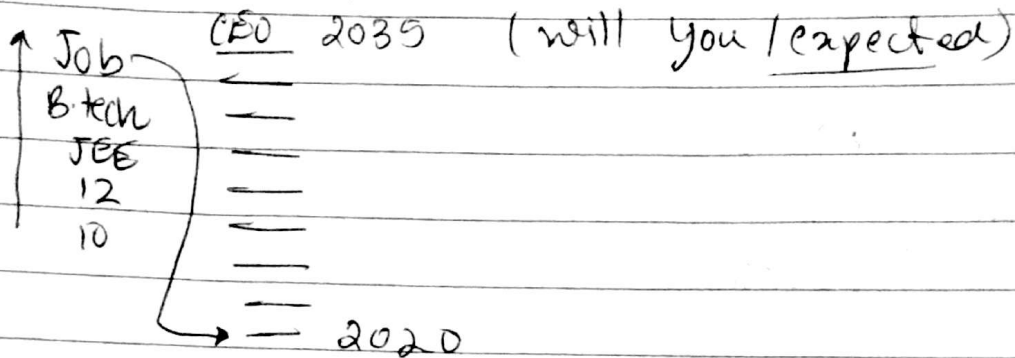


Entrepreneur SPIRIT

- req. even for a so called job



I am doing a job
 I am doing a job for microsoft
 I want to make impact in microsoft
 WHY → IDEAS

challenge IT → impact IT → \checkmark IT
 reward

CEO hat 2017-2035 → SPIRIT → CEO

Entrepreneur → \checkmark (Me → \checkmark ↑ (Technical not financial)

IDEAS \$ → CONTRIBUTE \$ → SALARY

Company → X → Better (2040s) → Me → more better

→ BETTER → For Profit (who decides)
 customer

→ Begin with problem (customer use)

INVISIBLE INNOVATION

VITAY → REVERSE " "

classmate

Date _____

Page _____

2000/160

2000/000

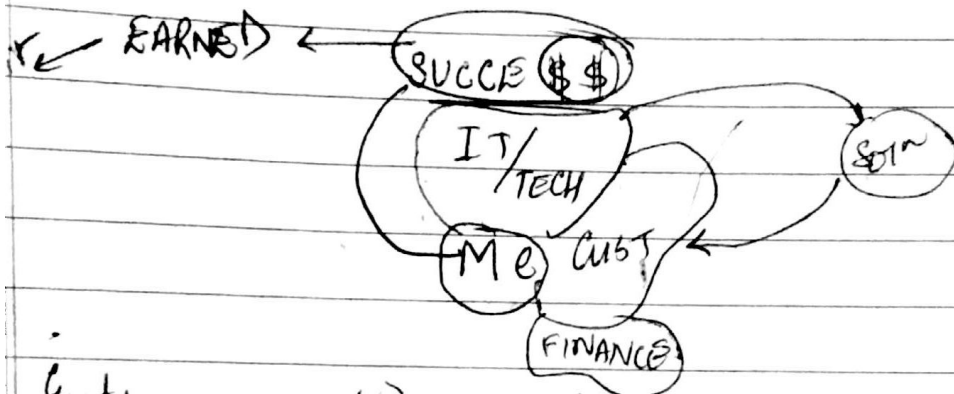
Why are we here?

→ Addressing 'pain' point for the customer

Economist / Amazon's empire

Steve Jobs → new product → 3 months → kill it

Any company → all same → one step ahead of competition
ahead of yourself ↩



Entrepreneurship is not the issue (spirit is).

→ customer should like it, (product)

→ no GGRPA → apply

→ perfect model → know how to implement it
need finance ↩

great idea is to → value proposition

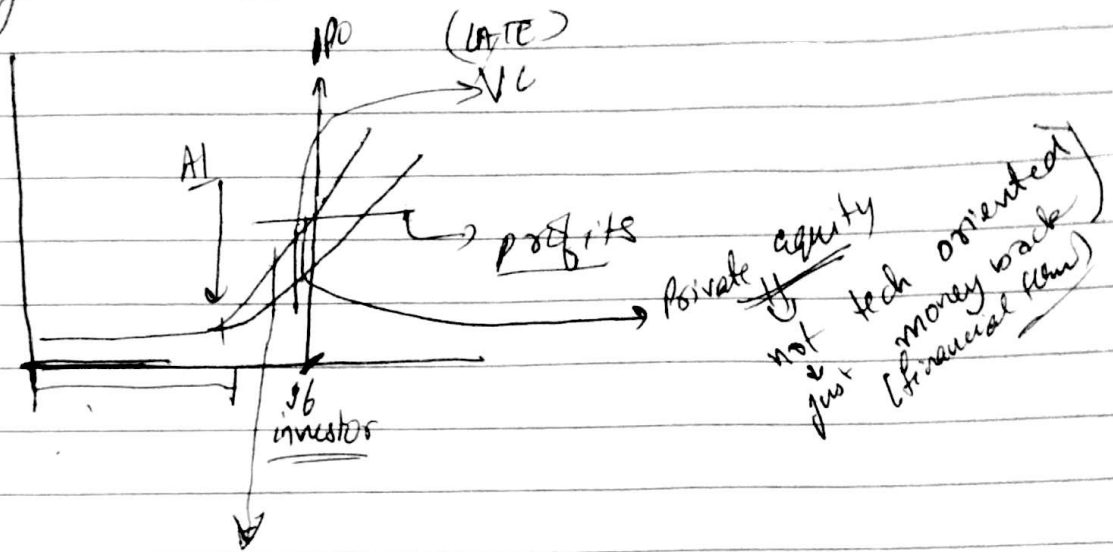
Money from where?

- Me
- Parents (F)
- Friends
- Fool

Rocket
BURN fuel
for thrust

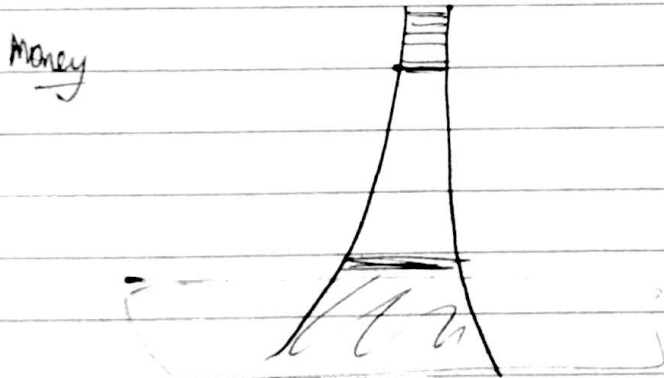
BURN
↓
only expenditure

Investor → knows your tech & willing to invest
 comes so early ⇒ ANGEL INV.



(EARLY) VENTURE CAPITALIST

→ they see company stabilises & then so.



IPO : Initial Public Offering

- AI → tech oriented
- VC → Hybrid
- PE → finance

All this is called EQUITY FINANCE.

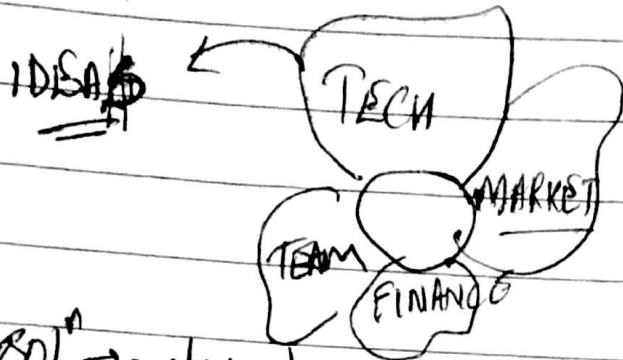
→ DEBT

SPRINT

MS

82
21

persona expanding (knowledge)



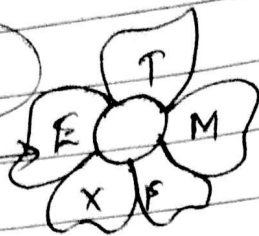
80% → only when someone pays price for it
we are solo performers

	<u>Solo</u>	<u>Team</u>	
me	95	20	
others	5	80	
		(4x)	MY Success

(CEO) → Execution

* Passing >> Drizzling

Environment



Competitor

Why someone hires you? \Rightarrow To win
 \hookrightarrow to get money

price of your
potential

except to see price paid is worth

- competitive edge/spirit

\Rightarrow REGULATOR

\hookrightarrow CORRUPTION

Me \rightarrow grow IT \rightarrow company

<http://fortune.com/video/2016/12/02/dov-beichman-globel-form-seid>