

Technological Entrepreneurship

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Lecturer's Background

- **Founder and CEO –Topscan Ltd**
- **Director in multiple High-Tech companies : Nova, DSPG, Gamida-Cell, Insightech, Asigra**
- **Founder, CEO of Vectory Investments Ltd**
- **RAFAEL – Corp. VP Business Development**
- **Interdisciplinary Project Manager**
- **B.Sc, M.Sc. Electrical Eng. - Technion**
- **M.Sc., PhD. Industrial Engineering and Management - Stanford University, USA**



Entrepreneurship Defined

**A way of thinking, reasoning, and
acting that is opportunity
obsessed, holistic in approach,
and leadership balanced**



Classic Entrepreneurship: A Startup

- Raw startup company—an innovative idea that develops into a high growth company
- Qualities of a startup company
 - Strong leadership
 - Outstanding teamwork
 - Skills to find and control resources
 - Financial backing

Desired Entrepreneur Attitude and Behavior 1



Reasons for Planning

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Desired Entrepreneur Attitude and Behavior 2

Integrity

Goal-setting

Self-discipline

Frugality

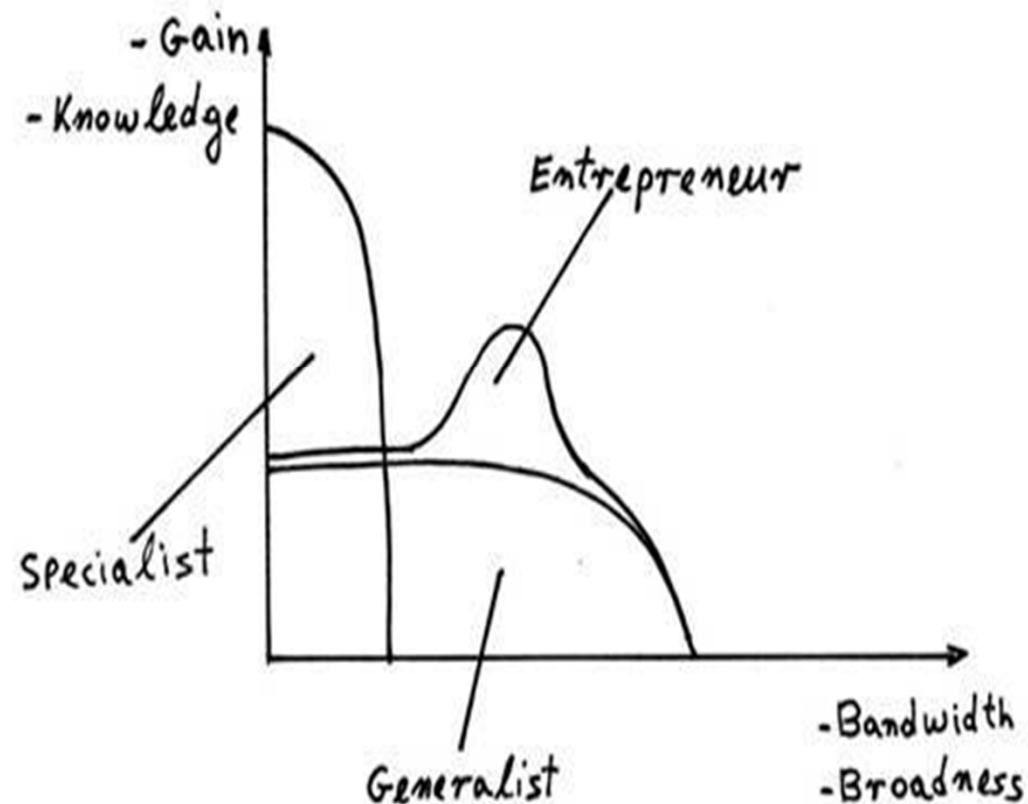
Resourcefulness

Feedback Emphasis

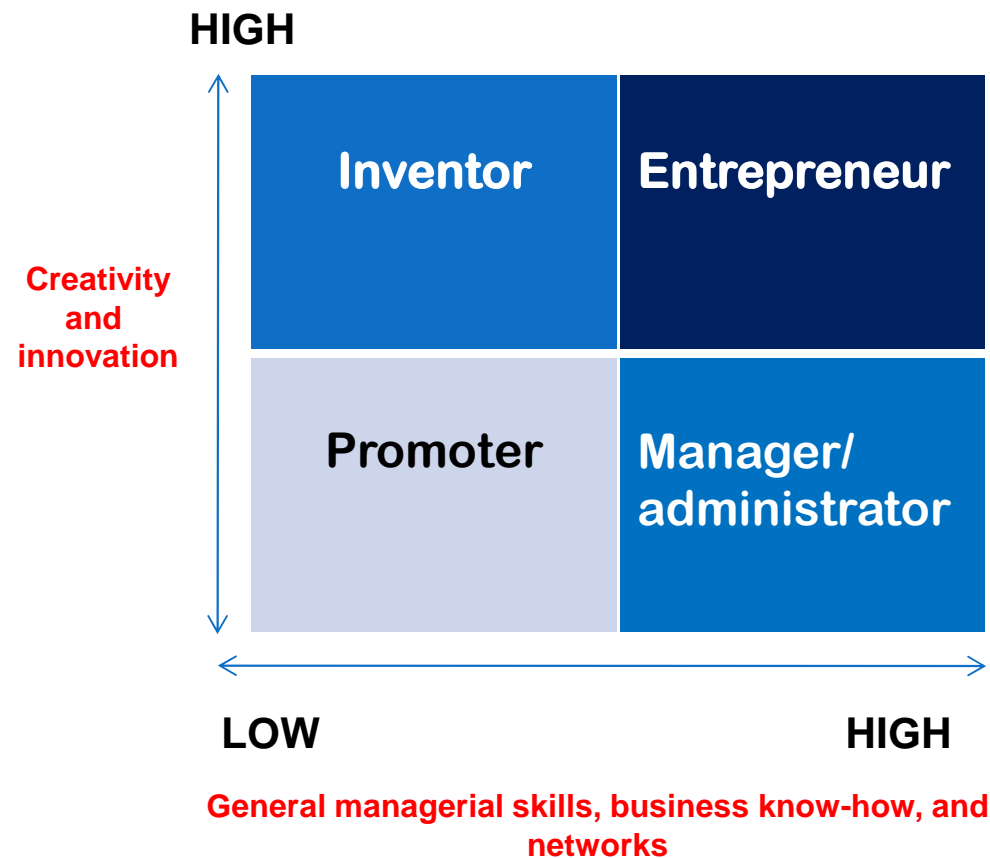
Reliability

Sense of humor

Entrepreneur - Knowledge X Broadness Product



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Management Vs. Leadership

Management	Leadership
Planning and Budgeting	Vision and Strategy
Organizing and staffing	Aligning for a team work
Controlling and problem solving	Motivating and inspiring
Key results for stakeholders	Producing a useful change

The entrepreneurship Apprenticeship

	20's	30's	40's
Business Experience	Low	Moderate to high	Higher
Management skills an know-how	Low	Moderate to high	Higher
Goals and commitment	Varies	Highly focused	Highly focused
Drive and energy	Highest	High	Moderate
Wisdom and judgement	Lowest	Higher	Higher



Personal Costs

- Level of Stress
- Time consuming
- “Do it yourself” commitment
- Reporting requirements (BOD)
- Less leisure time for family, sports/ health
- Psychological Pressure
- Pressure to make the right decisions
- The risk of failure
- Pressure from peers to succeed