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WHY STARTUPS FAIL?

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WHAT IS ENTERPRENEURSHIP OR STARTUPS?

- Entrepreneurship is an act of transforming worthwhile ideas into products that are useful and successful in the marketplace.

(Robert A. Barron, 2013)

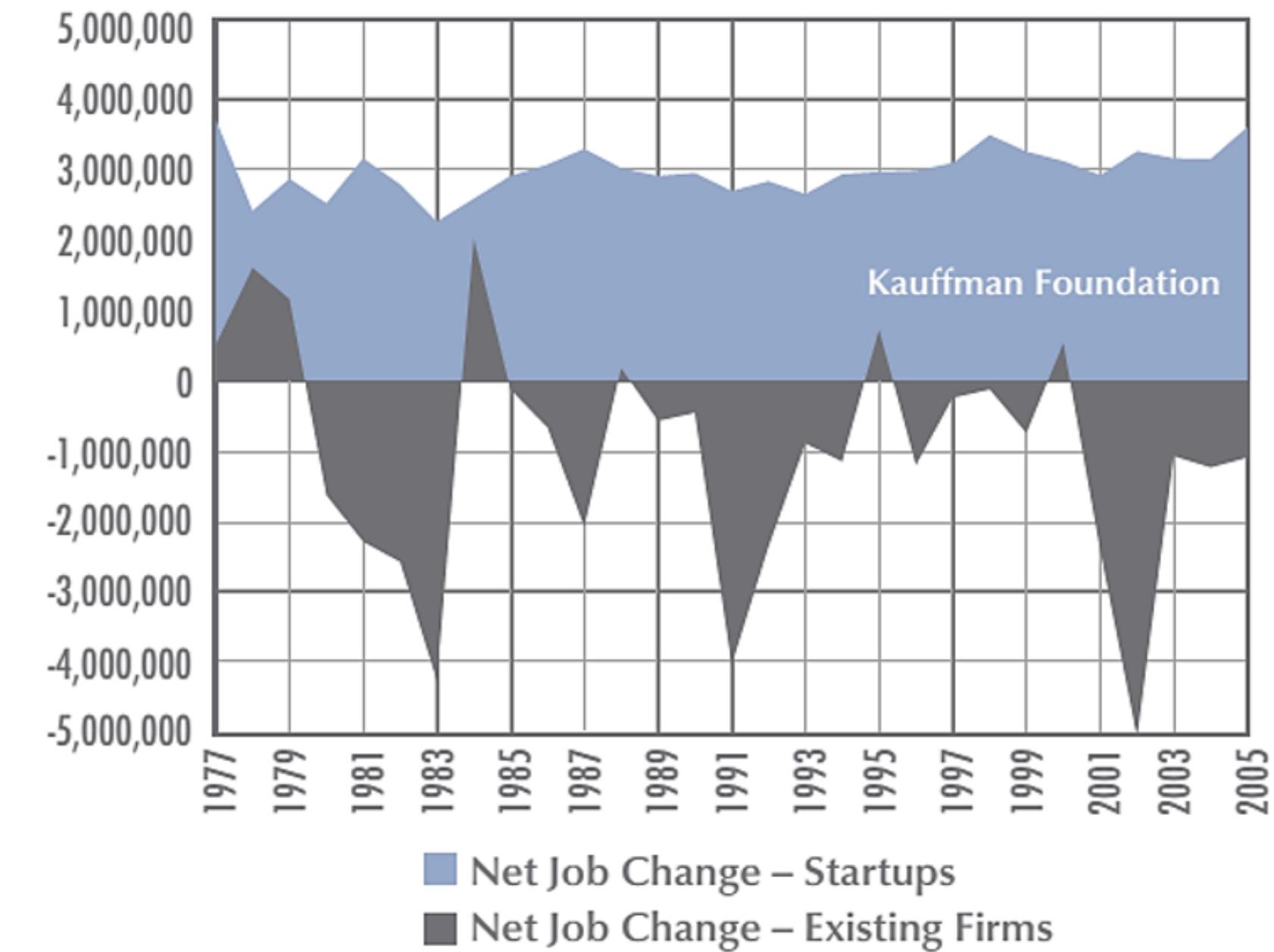
- Eg. Elon Mask the founder of Zip2, Paypal, SpaceX, CEO of Tesla, and chairman of SolarCity.
- “I knew that if I failed I wouldn’t regret that, but I knew the one thing I might regret is not trying.” (Jeff Bezos, Founder and CEO of Amazon)



- In U.S, almost 28 million entrepreneurial ventures and approximately 75 percent of the net new jobs created by those self-employed entrepreneurs which represent 99.7 percent of all U.S employers. (Forbes, 2013)

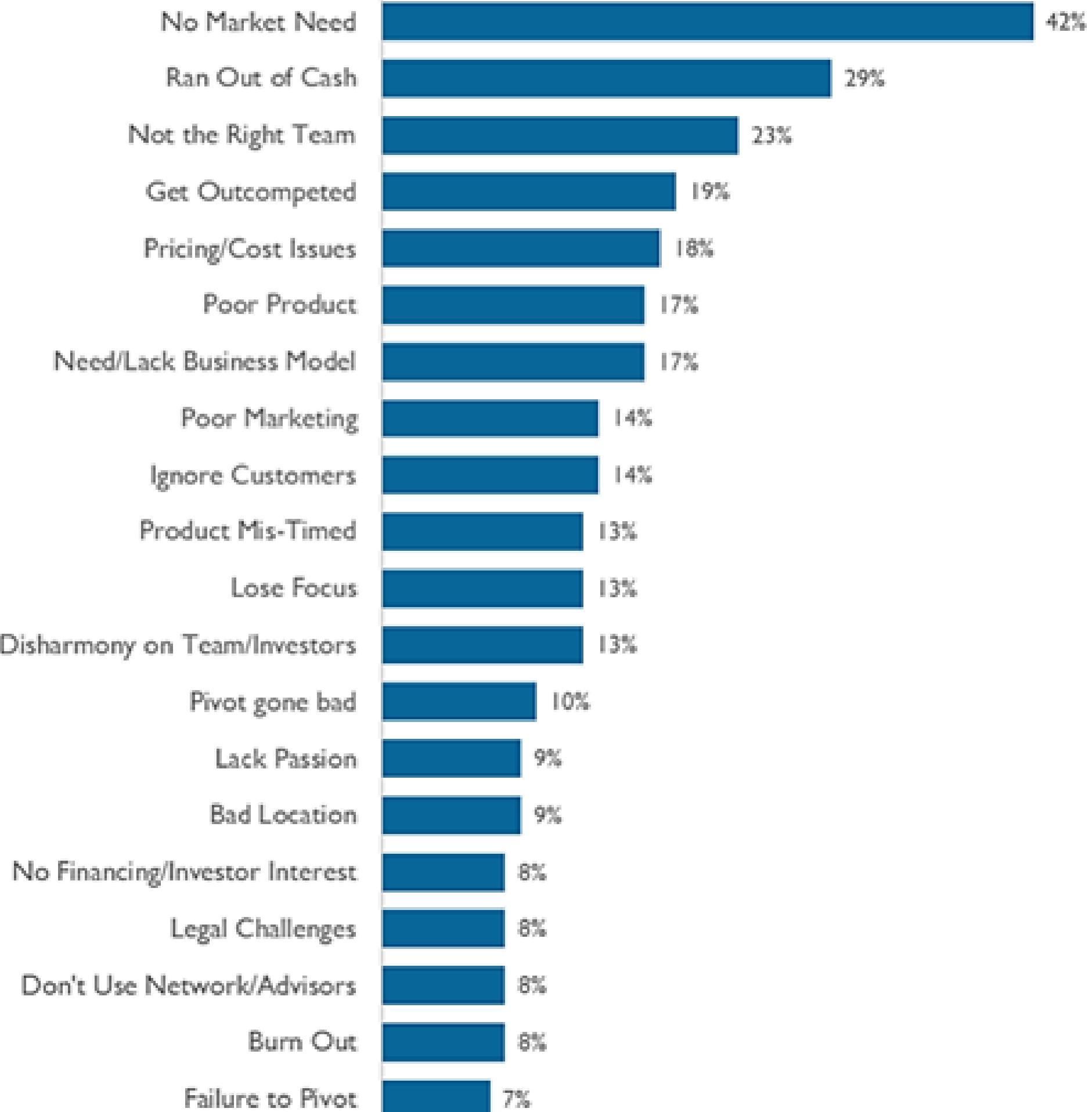
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Startups Create Most New Net Jobs in the United States



Top 20 Reasons Startups Fail

Based on an Analysis of 101 Startup Post-Mortems



SUCCESSFUL STARTUPS

**William Salzman, Harvard Business School Professor, mentions
some of the critical elements of small entrepreneurial business
longevity and success**

Having the **right**
people

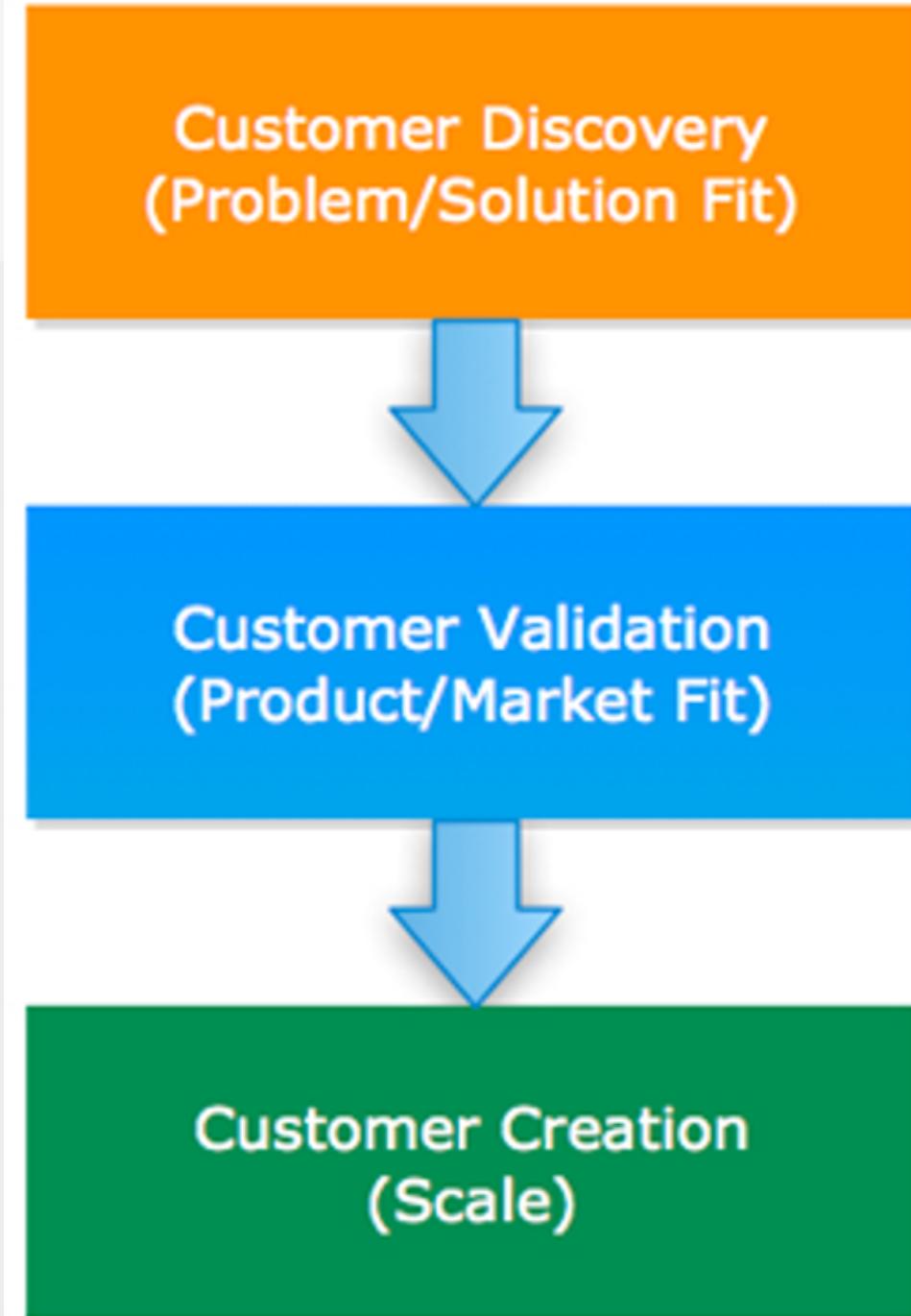
Focusing on
customers rather than
product or technology

Concentrating on
sales

- The author of “The Lean Startup”, Eric Ries established three stages to build a successful entrepreneurial venture.

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3 Stages of a Lean Startup

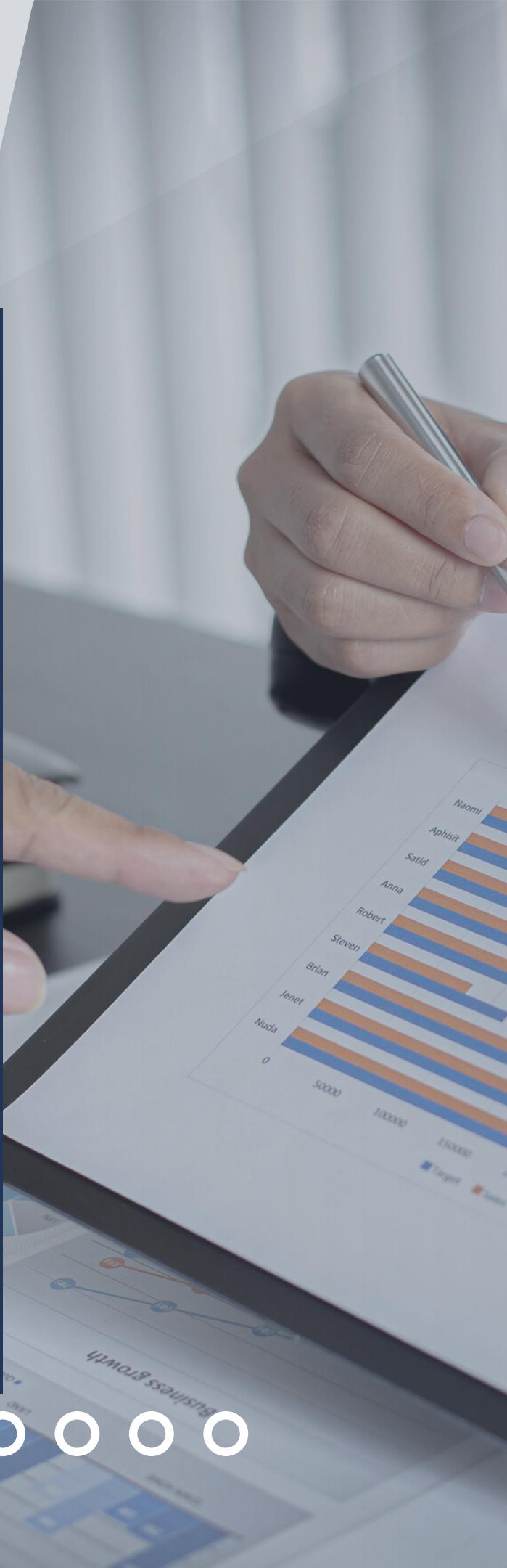


CONCLUSION

-Research details reveal that startups fail **not** because of recourse scarcity to win, but because of the mistakes and mismanagement of an individual who is **not just ready** to be an entrepreneur.

-startups can **succeed** :

- if they can have the **right product at the right time for the right customer.** (Dan Lok)
- through **careful planning, organizing, accurate timing and being creative and innovative.** (Ikboljon Kasimov)
- when they implement **team based approach**
- most importantly when they **believe in their own success**





THANK YOU

