

# **ENTREPRENEURS@FDAYS®/HTP**

## **TEAM SUCCESS STUDY**



**HOW TO  
become a  
SUCCESSFUL  
entrepreneurial  
TEAM...**





# ENTREPRENEURS@FDAYS®/HTP

## TEAM SUCCESS STUDY

**This study investigates the contribution of occupational mindset, technological issues and entrepreneurial requirements to succeed startup activities. We exploit an unique data set focussing on 402 entrepreneurs that have participated in Fraunhofer Venture programmes like FDays® and HTP...  
(to be continued)**





# ENTREPRENEURS@FDAYS®/HTP

## TEAM SUCCESS STUDY

### Occupational Mind

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Network activity  
Experience level  
Skills / Competencies  
Startup activities

### Technological Issues

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Customer story  
Digital business model  
Scalable business model  
Patents



Publications  
Solution  
Trademark  
Product/Service innovation  
High yielding industry

### Entrepreneurial Requirements

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Size of parent institute  
RhoWi performing  
Growth



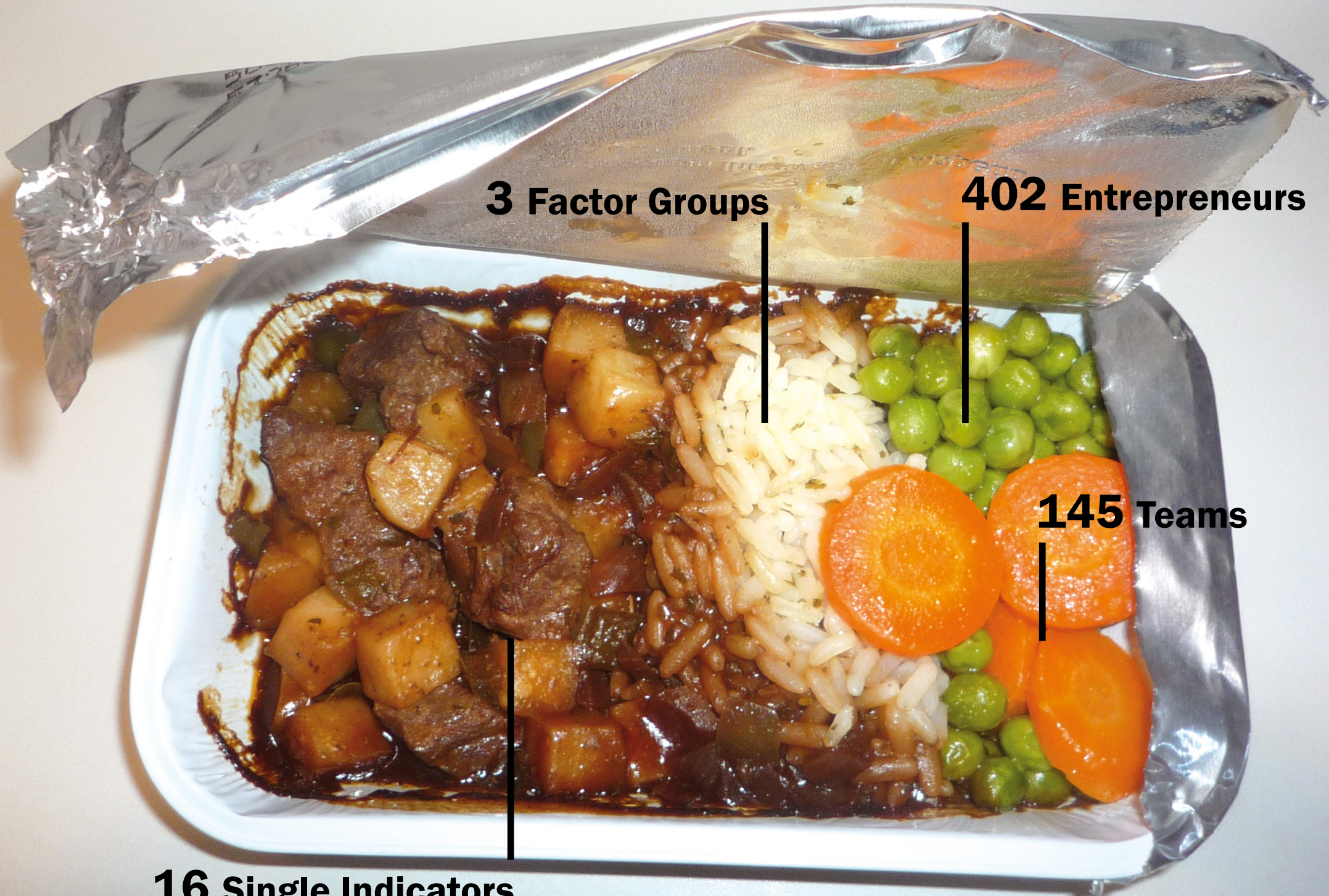


**3 Factor Groups**

**402 Entrepreneurs**

**145 Teams**

**16 Single Indicators**







## ENTREPRENEURS@FDAYS®/HTP TEAM SUCCESS STUDY

**402**

ENTREPRENEURS

**145**

TEAMS

**38.6%**

TECHNOLOGY  
TRANSFER RATE

### TOP FACTOR GROUPS

- OCCUPATIONAL MINDSET
- TECHNOLOGICAL ISSUES
- ENTREPRENEURIAL ECOSYSTEM

### TOP INDUSTRY SECTORS

- INDUSTRY 4.0
- SUSTAINABILITY
- OUTERNET
- DATA ERA
- HEALTHYSTYLE
- ARTIFICIAL INTELLIGENCE



## ENTREPRENEURS@FDAYS®/HTP DRIVERS

3	16	6
FACTOR GROUPS	SINGLE INDICATORS	SIGNIFICANT EFFECTS

### TOP DRIVERS

- HETEROGENEOUS SKILLS OF ENTREPRENEUR
- SCALABLE BUSINESS MODEL
- DIGITAL MARKETPLACE
- PUBLICATIONS IN CORRESPONDING TECH-CHANNELS

### TOP QUICK WINS

- ENTREPRENEURIAL ACTIVITIES BUILD UPON SCALABLE AND DIGITAL BUSINESS MODEL DO BETTER
- PUBLICATIONS ABOUT TECH-KNOWLEDGE POSITIVELY ACCOMPANIES ENTREPRENEURIAL SUCCESS
- HETEROGENEITY IN EDUCATIONAL SKILLS OF ENTREPRENEUR MOTIVATES TO STARTUP EFFORTS

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## FACTOR GROUPS

## SINGLE INDICATORS

## SIGNIFICANT EFFECTS





## ENTREPRENEURS@FDAYS®/HTP HAMPERINGS

**3**

**FACTOR GROUPS**

**16**

**SINGLE  
INDICATORS**

**6**

**SIGNIFICANT  
EFFECTS**

### TOP HAMPERINGS

- LARGER-SIZED PARENT INSTITUTES
- NEGATIVE GROWTH RATES OF PARENT INSTITUTES
- NON-DIGITAL BUSINESS MODEL

### TOP QUICK WINS

- TEAMS BEING TOO MUCH EMBEDDED INTO LARGER PARENT INSTITUTES MIGHT BE COUNTERPRODUCTIVE
- NEGATIVE GROWTH OF PARENT INSTITUTES HAMPERS ADEQUATE ECOSYSTEM TO SUCCEED STARTUP DREAMS
- BUSINESS MODEL WITHOUT DIGITAL COMPONENTS SEEMS TO BE NOT TIMELY AND UNSUCCESSFUL



