

Silicon Valley Business Journal

Jennifer LeBlanc, Jennifer S LeBlanc MS

San Jose Business Journal ,2009-12-25

The Silicon Valley Model Annika Steiber,Sverker Alänge,2015-12-11 This book presents a new management model that has evolved in Silicon Valley. The future will favor companies that can migrate to a management model, better suited for the times. The abilities to remain entrepreneurial and innovate constantly will be essential for all companies in an innovation economy. However, most firms still use industrial-age management models that are not suited to attracting and energizing entrepreneurial talent. This book imbibes latest results from a year-long study of Google’s approaches to management, and finds similar principles being applied at companies including, Facebook, LinkedIn, Twitter, Tesla Motors, and Apigee. By distilling on the aspects that work across a variety of innovative firms, the authors present a synthesis that could have profound implications for managers everywhere.

Secrets of Silicon Valley Deborah Perry Piscione,2013-04-02 While the global economy languishes, one place just keeps growing despite failing banks, uncertain markets, and high unemployment: Silicon Valley. In the last two years, more than 100 incubators have popped up there, and the number of angel investors has skyrocketed. Today, 40 percent of all venture capital investments in the United States come from Silicon Valley firms, compared to 10 percent from New York. In *Secrets of Silicon Valley*, entrepreneur and media commentator Deborah Perry Piscione takes us inside this vibrant ecosystem where meritocracy rules the day. She explores Silicon Valley's exceptionally risk-tolerant culture, and why it thrives despite the many laws that make California one of the worst states in the union for business. Drawing on interviews with investors, entrepreneurs, and community leaders, as well as a host of case studies from Google to Paypal, Piscione argues that Silicon Valley's unique culture is the best hope for the future of American prosperity and the global business community and offers lessons from the Valley to inspire reform in other communities and industries, from Washington, DC to Wall Street.

Pivot, Disrupt, Transform Marcia Daszko,2018-10-02 When the status quo no longer works, the contrarian perspective reigns! In this innovative business how-to, leadership expert Marcia Daszko draws on her expertise to guide leaders at any level through a three-step process to radically improve their businesses: first, recognize and stop outmoded ways of thinking that fail to move the business forward (like focusing on the bottom line, conducting performance appraisals, and searching for best practices); second, start taking steps to introduce new, innovative ways of thinking and contrarian practices (such as developing leaders with the capacity to effect change, creating an interconnected team, and seeking knowledge through questions); and finally, transform your company into a more resilient, adaptive, and united organization. Recent studies have reported that 90% of start-ups will fail. In Silicon Valley alone, this means that more than 5,400 of the current 6,000 startups will flounder and disappear. But risky and cash-strapped start-ups are not the only corporate fatalities: More than 60% of the original Fortune 500 corporations no longer exist. Given these statistics, how can organizational leaders and their employees beat the odds and survive? The only solution is to question the usual business practices, re-think how to lead and inspire, challenge the accepted beliefs, and toss out the failures to accelerate business growth and profitability. Using Marcia's three-part stop, start, transform method, readers will learn to pursue significant untapped opportunities, achieve their organization's competitive edge, and pivot, disrupt, and adapt to unexpected levels of success.

The Path to Revenue Theresa Marcroft,2020-10-12 For every successful startup, there are nine that fail. What makes the difference isn't technology or leadership or even product offerings. It's building a customer-centric organization. *The Path to Revenue: Secrets of Successful Tech Leaders* is for entrepreneurs, CEOs and CXOs of young companies who want to ensure success. Silicon Valley marketing guru Theresa Marcroft lays out the eight key principles to successfully generate ongoing revenue and grow market share by keeping the focus on the customer. Theresa presents compelling real-life stories of those who beat the odds to create sustainable companies and find long-term success. Startups, small businesses, and even more established organizations will find this book an essential tool to discovering -- and enjoying -- the path to revenue.

Brotopia Emily Chang,2019-03-05 Instant National Bestseller A PBS NewsHour-New York Times Book Club Pick Excellent. —San Francisco Chronicle Silicon Valley is a modern utopia where anyone can change the world. Unless you're a woman. It's time to break up the boys' club. Incisive, powerful, and a fierce rallying cry, Emily Chang shows us how to fix Silicon Valley’s toxic culture--to bring down Brotopia, once and for all. Silicon Valley is not a fantasyland of unicorns, virtual reality rainbows, and 3D-printed lollipops for women in tech. Instead, it’s a Brotopia, where men hold the cards and make the rules. While millions of dollars may seem to grow on trees in this land of innovation, tech’s aggressive, misogynistic, work-at-all costs culture has shut women out of the greatest wealth creation in the history of the world. Brotopia reveals how Silicon Valley got so sexist despite its utopian ideals, why bro culture endures even as its companies claim the moral high ground, and how women are speaking out and fighting back. Drawing on her deep network of Silicon Valley insiders, Chang opens the boardroom doors of male-dominated venture capital firms like Kleiner Perkins, the subject of Ellen Pao's high-profile gender discrimination lawsuit, and Sequoia, where a partner once famously said they won't lower their standards just to hire women. Exposing the flawed logic in common excuses for why tech has long suffered the “pipeline” problem and invests in the delusion of meritocracy, Brotopia also shows how bias coded into AI, internet troll culture, and the reliance on pattern recognition harms not just women in tech but us all, and at unprecedented scale.

The Business Insider's Guide to Silicon Valley Christoph Keese,2016-10

San Francisco Business Times ,2009-12-25

Dear Founder Maynard Webb,Carlye Adler,2018-09-11 The Los Angeles Times and USA Today bestseller! Wise, practical, and profitable letters to entrepreneurs, leaders, managers, and business owners in every field—from a leading executive, investor, and business founder More than 600,000 new businesses are launched each year. How can a start-up find the funding it needs to survive? When, if at all, should a company go public? How does an entrepreneur build and manage a workplace—and create a lasting legacy? Maynard Webb has helped found, fund, and grow dozens of successful companies, and has driven strategic change at Salesforce, eBay, Everwise, and Visa, among other worldwide corporations. Known for offering savvy insight, encouragement, and a dose of reality in the form of engaging personal letters to a select group of business leaders, Webb now shares his lessons with the rest of America’s aspiring entrepreneurs—at any age and stage in their careers—in *Dear Founder*. Featuring more than eighty inspiring, informative, and instructive letters, *Dear Founder* is rich with sound advice on an array of business topics, from turning your idea into a reality to building a culture, to reaching key financial goals. This book is an indispensable guide to navigating the realities, risks, and rewards of being your own boss—and founding the company of your dreams.

Bad Blood John Carreyrou,2018-05-21 NATIONAL BESTSELLER • The gripping story of Elizabeth Holmes and Theranos—one of the biggest corporate frauds in history—a tale of ambition and hubris set amid the bold promises of Silicon Valley, rigorously reported by the prize-winning journalist. With a new Afterword covering her trial and sentencing, bringing the story to a close. “Chilling ... Reads like a thriller ... Carreyrou tells [the Theranos story] virtually to perfection.” —The New York Times Book Review In 2014, Theranos founder and CEO Elizabeth Holmes was widely seen as the next Steve Jobs: a brilliant Stanford dropout whose startup “unicorn” promised to revolutionize the medical industry with its breakthrough device, which performed the whole range of laboratory tests from a single drop of blood. Backed by investors such as Larry Ellison and Tim Draper, Theranos sold shares in a fundraising round that valued the company at more than \$9 billion, putting Holmes’s worth at an estimated \$4.5 billion. There was just one problem: The technology didn’t work. Erroneous results put patients in danger, leading to misdiagnoses and unnecessary treatments. All the while, Holmes and her partner, Sunny Balwani, worked to silence anyone who voiced misgivings—from journalists to their own employees.

The Psychology of Silicon Valley Katy Cook,2019-10-15 Misinformation. Job displacement. Information overload. Economic inequality. Digital addiction. The breakdown of democracy, civility, and truth itself. This open access book explores the conscious and unconscious norms, values, and characteristics that drive behaviors within the high-tech capital of the world, Silicon Valley, and the sector it represents. In an era where the

reach and influence of a single industry has the potential to define the future of our world, it has become apparent just how little we know about the organizations driving these changes. The Psychology of Silicon Valley offers a revealing look inside the mind of world's most influential industry and how the identity, culture, myths, and motivations of Big Tech are harming society. The book argues that the bad values and lack of emotional intelligence borne in the vacuum of Silicon Valley will have lasting consequences on everything from social equality to the future of work to our collective mental health. Katy Cook expertly walks us through the psychological landscape of Silicon Valley, including its leadership, ethical, and cultural problems, and artfully explains why we cannot afford to ignore the psychology and values that are behind our technology any longer.

What Tech Calls Thinking Adrian Daub,2020-10-13 A New York Times Book Review Editors' Choice In Daub's hands the founding concepts of Silicon Valley don't make money; they fall apart. --The New York Times Book Review From FSGO x Logic: a Stanford professor's spirited dismantling of Silicon Valley's intellectual origins Adrian Daub's What Tech Calls Thinking is a lively dismantling of the ideas that form the intellectual bedrock of Silicon Valley. Equally important to Silicon Valley's world-altering innovation are the language and ideas it uses to explain and justify itself. And often, those fancy new ideas are simply old motifs playing dress-up in a hoodie. From the myth of dropping out to the war cry of "disruption," Daub locates the Valley's supposedly original, radical thinking in the ideas of Heidegger and Ayn Rand, the New Age Esalen Foundation in Big Sur, and American traditions from the tent revival to predestination. Written with verve and imagination, What Tech Calls Thinking is an intellectual refutation of Silicon Valley's ethos, pulling back the curtain on the self-aggrandizing myths the Valley tells about itself. FSG Originals x Logic dissects the way technology functions in everyday lives. The titans of Silicon Valley, for all their utopian imaginings, never really had our best interests at heart: recent threats to democracy, truth, privacy, and safety, as a result of tech's reckless pursuit of progress, have shown as much. We present an alternate story, one that delights in capturing technology in all its contradictions and innovation, across borders and socioeconomic divisions, from history through the future, beyond platitudes and PR hype, and past doom and gloom. Our collaboration features four brief but provocative forays into the tech industry's many worlds, and aspires to incite fresh conversations about technology focused on nuanced and accessible explorations of the emerging tools that reorganize and redefine life today.

The Code Margaret O'Mara,2019-07-09 One of New York Magazine's best books on Silicon Valley! The true, behind-the-scenes history of the people who built Silicon Valley and shaped Big Tech in America Long before Margaret O'Mara became one of our most consequential historians of the American-led digital revolution, she worked in the White House of Bill Clinton and Al Gore in the earliest days of the commercial Internet. There she saw firsthand how deeply intertwined Silicon Valley was with the federal government--and always had been--and how shallow the common understanding of the secrets of the Valley's success actually was. Now, after almost five years of pioneering research, O'Mara has produced the definitive history of Silicon Valley for our time, the story of mavericks and visionaries, but also of powerful institutions creating the framework for innovation, from the Pentagon to Stanford University. It is also a story of a community that started off remarkably homogeneous and tight-knit and stayed that way, and whose belief in its own mythology has deepened into a collective hubris that has led to astonishing triumphs as well as devastating second-order effects. Deploying a wonderfully rich and diverse cast of protagonists, from the justly famous to the unjustly obscure, across four generations of explosive growth in the Valley, from the forties to the present, O'Mara has wrestled one of the most fateful developments in modern American history into magnificent narrative form. She is on the ground with all of the key tech companies, chronicling the evolution in their offerings through each successive era, and she has a profound fingertip feel for the politics of the sector and its relation to the larger cultural narrative about tech as it has evolved over the years. Perhaps most impressive, O'Mara has penetrated the inner kingdom of tech venture capital firms, the insular and still remarkably old-boy world that became the cockpit of American capitalism and the crucible for bringing technological innovation to market, or not. The transformation of big tech into the engine room of the American economy and the nexus of so many of our hopes and dreams--and, increasingly, our nightmares--can be understood, in Margaret O'Mara's masterful hands, as the story of one California valley. As her majestic history makes clear, its fate is the fate of us all.

The Prince of Silicon Valley Randall Smith,2010-01-19 RISE, FALL AND RETURN The Prince of Silicon Valley traces the rise of the foremost investment banker of the Internet stock-market bubble, from the back streets of South Philadelphia to the peak of finance as the highest paid banker on Wall Street. From Cisco to Netscape to Amazon, Frank Quattrone took some of the biggest names in technology public. During the bubble years of 1999 and 2000, his California-based technology banking group led the most hot initial public offerings, which lifted the entire stock market to record heights. But after the bubble burst, the hot stocks cooled and ordinary investors lost billions. It emerged that brokers in Quattrone's firm had created lucrative investment accounts, stuffed with hot IPOs, for banking clients who became known as Friends of Frank. Some of the brokers, regulators charged, cut off other investors who refused to pay back a share of their IPO profits. And so Quattrone and his firm became embroiled in no less than four different investigations of bubble-related misconduct, culminating in two criminal trials against Quattrone for obstruction of justice, the first resulting in a mistrial, the second in a conviction in 2004. After his conviction was overturned by an appeals court in 2006, Quattrone returned in triumph to the banking business, advising no less than Internet search giant Google on corporate strategy. But the story of his fall from grace, however temporary, remains a cautionary tale of ambition gone wrong--of a Wall Street Icarus who flew too close to the sun. 'The Prince of Silicon Valley' is an absorbing noir detective story of the investigations and trials that brought him to the brink of disaster.

Make It New Barry M. Katz,2015-09-04 The role of design in the formation of the Silicon Valley ecosystem of innovation. California's Silicon Valley is home to the greatest concentration of designers in the world: corporate design offices at flagship technology companies and volunteers at nonprofit NGOs; global design consultancies and boutique studios; research laboratories and academic design programs. Together they form the interconnected network that is Silicon Valley. Apple products are famously "Designed in California," but, as Barry Katz shows in this first-ever, extensively illustrated history, the role of design in Silicon Valley began decades before Steve Jobs and Steve Wozniak dreamed up Apple in a garage. Offering a thoroughly original view of the subject, Katz tells how design helped transform Silicon Valley into the most powerful engine of innovation in the world. From Hewlett-Packard and Ampex in the 1950s to Google and Facebook today, design has provided the bridge between research and development, art and engineering, technical performance and human behavior. Katz traces the origins of all of the leading consultancies—including IDEO, frog, and Lunar—and shows the process by which some of the world's most influential companies came to place design at the center of their business strategies. At the same time, universities, foundations, and even governments have learned to apply "design thinking" to their missions. Drawing on unprecedented access to a vast array of primary sources and interviews with nearly every influential design leader—including Douglas Engelbart, Steve Jobs, and Don Norman—Katz reveals design to be the missing link in Silicon Valley's ecosystem of innovation.

Valley of the Gods Alexandra Wolfe,2017-01-10 A Wall Street Journal columnist for Weekend Confidential explores the hubris and ambition of Silicon Valley innovators who are changing the world, tracing the stories of three upstarts who left promising college educations in favor of developing billion-dollar ideas--NoveList.

Launching for Revenue Jennifer LeBlanc,Jennifer S LeBlanc MS,2018-04-28 Did you know that 35-80% of launches fail? With this easy-to-read book by your side, you will learn how to beat those odds to ensure a revenue-generating launch with a step-by-step method that has helped companies, startups and nonprofits see \$1.5B in new revenue and funding. This proven method has everything you need to do your launch right.

Always Dream Kristi Yamaguchi,1998 Kristi shares the many obstacles and concerns she and her family have faced in their lives--from her family's difficulties as Japanese-Americans during World War II to her own struggle with an early childhood foot deformity.

Troublemakers Leslie Berlin,2017-11-07 Acclaimed historian Leslie Berlin’s “deeply researched and dramatic narrative of Silicon Valley’s early years...is a meticulously told...compelling history” (The New York Times) of the men and women who chased innovation, and ended up changing the world. Troublemakers is the gripping tale of seven exceptional men and women, pioneers of Silicon Valley in the 1970s and early 1980s. Together, they worked across generations, industries, and companies to bring technology from Pentagon offices and university laboratories to the rest of us. In doing so, they changed the world. “In this vigorous account...a sturdy, skillfully constructed work” (Kirkus Reviews), historian Leslie Berlin introduces the people and stories behind the birth of the Internet and the microprocessor, as well as Apple, Atari, Genentech, Xerox PARC, ROLM, ASK, and the iconic venture capital firms Sequoia Capital and Kleiner Perkins Caufield & Byers. In the space of only seven years, five major industries—personal computing, video games, biotechnology, modern venture capital, and advanced semiconductor logic—were born. “There is much to learn from Berlin’s account, particularly that Silicon Valley has long provided the backdrop where technology, elite education, institutional capital, and entrepreneurship collide with incredible force” (The Christian Science Monitor). Featured among well-known Silicon Valley innovators are Mike Markkula, the underappreciated chairman of Apple who owned one-third of the company; Bob Taylor, who masterminded the personal computer; software entrepreneur Sandra Kurtzig, the first woman to take a technology company public; Bob Swanson, the cofounder of Genentech; Al Alcorn, the Atari engineer behind the first successful video game; Fawn Alvarez, who rose from the factory line to the executive suite; and Niels Reimers, the Stanford administrator who changed how university innovations reach the public. Together, these troublemakers rewrote the rules and invented the future.

Relentless Growth Christopher Meyer,1998 Revealing the secrets of explosive Silicon Valley growth machines, this book offers a comprehensive plan which shows how to spur a company's growth while maintaining its creative edge. 10 charts & illustrations.

Discover tales of courage and bravery in is empowering ebook, Unleash Courage in **Silicon Valley Business Journal** . In a downloadable PDF format (Download in PDF: *), this collection inspires and motivates. Download now to witness the indomitable spirit of those who dared to be brave.

Table of Contents Silicon Valley Business Journal

- 1. Understanding the eBook Silicon Valley Business Journal
 - The Rise of Digital Reading Silicon Valley Business Journal
 - Advantages of eBooks Over Traditional Books
- 2. Identifying Silicon Valley Business Journal
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Silicon Valley Business Journal
 - User-Friendly Interface
- 4. Exploring eBook Recommendations from Silicon Valley Business Journal
 - Personalized Recommendations
 - Silicon Valley Business Journal User Reviews and Ratings
 - Silicon Valley Business Journal and Bestseller Lists
- 5. Accessing Silicon Valley Business Journal Free and Paid eBooks
 - Silicon Valley Business Journal Public Domain eBooks
 - Silicon Valley Business Journal eBook Subscription Services
 - Silicon Valley Business Journal Budget-Friendly Options
- 6. Navigating Silicon Valley Business Journal eBook Formats
 - ePub, PDF, MOBI, and More
 - Silicon Valley Business Journal Compatibility with Devices
 - Silicon Valley Business Journal Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Silicon Valley Business Journal
 - Highlighting and Note-Taking Silicon Valley Business Journal
 - Interactive Elements Silicon Valley Business Journal

- 8. Staying Engaged with Silicon Valley Business Journal
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Silicon Valley Business Journal
- 9. Balancing eBooks and Physical Books Silicon Valley Business Journal
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Silicon Valley Business Journal
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Silicon Valley Business Journal
 - Setting Reading Goals Silicon Valley Business Journal
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Silicon Valley Business Journal
 - Fact-Checking eBook Content of Silicon Valley Business Journal
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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