

STARTUP LAND

How Three Guys Risked Everything to
Turn an Idea into a Global Business

MIKKEL SVANE

FOUNDER & CEO, ZENDESK, INC.

WITH CARLY PEKLER

Foreword by Steve Jobs
an author of *Technocracy*

JOSEY-BASS
A Wiley Brand

Startupland

Dan Gookin



Startupland :

Startupland Mikkel Svane,2014-12-08 The real story of what it takes to risk it all and go for broke Conventional wisdom says most startups need to be in Silicon Valley started by young engineers around a sexy new idea and backed by VC funding But as Mikkel Svane reveals in Startupland the story of founding Zendesk was anything but conventional Founded in a Copenhagen loft by three thirty something friends looking to break free from corporate doldrums Zendesk Inc is now one of the hottest enterprise software companies still rapidly growing with customers in 150 countries But its success was anything but predestined With revealing stories both funny and frank Mikkel shares how he and his friends bravely left secure jobs to start something on their own how he almost went broke several times how they picked up themselves and their families to travel across the world to California and the unknown and how the three friends were miraculously still together for Zendesk s IPO and still growing success Much like Zendesk s mission itself to remove friction barriers and mystery in order to make customer service easier and more approachable Startupland removes some of the myths about startups and startup founders Mikkel s advice hard won through experience often bucks conventional wisdom and entrepreneurial tropes He shares why failure whether fast or slow is awful why a seemingly boring product or idea can be the most exciting why giving back to the community is as important as the bottom line From how to hire right look for people who are not offended by swearing to which personas generate the highest response rates Mikkel answers the most pressing questions from the perspective of someone still in the trenches and willing to share the hard truth warts and all While there are books by consultants who tell you how to build businesses or by entrepreneurs now running billion dollar businesses there are few books from people still in the trenches who acutely remember the difficult daily decisions the thrill and fears of the early days the problems that scale with growing a business and the reason why they all went on the adventure in the first place Startupland is indispensable reading for all entrepreneurs who want to make their ideas the next big thing The book will inspire and empower you to follow your own dream and create your own story [Summary of Startupland - \[Review Keypoints and Take-aways\]](#)

PenZen Summaries,2022-11-28 The summary of Startupland How Three Guys Risked Everything to Turn an Idea into a Global Business presented here include a short review of the book at the start followed by quick overview of main points and a list of important take aways at the end of the summary The Summary of In his book Startupland published in 2015 Mikkel Svane recounts the early days of his own company Zendesk He describes how he went from working on a small website in Denmark to becoming the CEO of a million dollar trading company in the United States and he shares the insights he gained along the way He started out in Denmark working on a website that was only a few pages long Startupland summary includes the key points and important takeaways from the book Startupland by Mikkel Svane Disclaimer 1 This summary is meant to preview and not to substitute the original book 2 We recommend for in depth study purchase the excellent original book 3 In this summary key points are rewritten and recreated and no part text is directly taken or copied

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Entering StartUpLand Jeffrey Bussgang,2017-10-10 Whether you re just getting started or you re ten years into your career Entering StartUpLand will be a useful tool to enhance your startup knowledge accelerate your career and navigate your way to StartUpLand success Huffington Post Many professionals aspire to work for startups Executives from large companies view them as models to help them adapt to today s dynamic innovation economy while freshly minted MBAs see magic in founding something new Yes startups look magical but they can also be chaotic and inaccessible Many books are written for those who aspire to be founders but a company only has one or two of those What s needed is something that deconstructs the typical startup organization for the thousands of employees who join a fledgling company and do the day to day work required to grow it into something of value Entering StartUpLand is a practical step by step guide that provides an insider s analysis of various startup roles and responsibilities including product management marketing growth and sales to help you figure out if you want to join a startup and what to expect if you do You ll gain insight into how successful startups operate and learn to assess which ones you might want to join or emulate Inside this book you ll find A tour of typical startup roles to help you determine which one might be the best fit for you Profiles of startup executives across many different functions who share their stories and describe their responsibilities A methodology to identify and evaluate startups and position yourself to find the opportunity that s right for you Written by an experienced venture capitalist entrepreneur and Harvard Business School professor Entering StartUpLand will guide you as you seek your ideal entry point into this popular cutting edge organizational paradigm

Startupland Kevin Wolf,Polly Traylor,2017-04-25 Startupland Madness Brilliance and PR Misadventures delves into the startup traits that kill the best PR and marketing strategies inertia ego a pressure cooker culture and a lack of trust among others This is also a book about conflict between reporters and PR people between startups and the outsiders they hire It s about why storytelling is so important for startups a killer app is not enough Tech startups need ink to get mindshare develop their brand and attract investors and customers in a crowded market If you never understood PR or think it s a waste of time read this book to see why startups can do well to invest more time into developing this important business practice

Encyclopedia of Heroism Studies ,2024-10-01 This reference work is an important resource in the growing field of heroism studies It presents concepts research and events key to understanding heroism heroic leadership heroism development heroism science and their relevant applications to businesses organizations clinical psychology human wellness human growth potential public health social justice social activism and the humanities The encyclopedia emphasizes five key realms of theory and application Business and organization focusing on management effectiveness emotional intelligence empowerment ethics transformational leadership product branding motivation employee wellness entrepreneurship and whistleblowers clinical health psychology and public health focusing on stress and trauma maltreatment emotional distress bullying psychopathy depression anxiety family disfunction chronic illness and healthcare

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The Strategic Management of Place at Work David B. Audretsch, Alice Civera, Erik E. Lehmann, Konstantin P. Leidinger, Jonah M. Otto, Laurenz Weiße, Katharine Wirsching, 2023-06-24 Global economic forces underpin political and social issues and have real impacts on the quality of life in local communities cities states and regions In the face of potential volatility leaders in every place concern themselves with how they can ensure local economic resiliency for present and future generations This book argues for the strategic management of places through intentional public policy that brings together stakeholders from the public private and nonprofit sectors to create an inclusive and sustainable economic path forward While many economists and political scientists have proposed one size fits all approaches this book puts forward a more holistic approach giving local leaders and policymakers the tools to take inventory of their local contexts and providing case study examples of how to craft public policies that create prosperous and sustainable economic conditions

Quintessential Cities, Accountable to the Future Voula Mega, 2013-05-29 This book can be seen as the third part of an unofficial trilogy on Sustainable Cities of the Future with the author s previous books Sustainable Development Energy and the City and Sustainable Cities for the third millennium The Odyssey of urban excellence both prefaced by Prof Sir Peter Hall All three books follow the evolving forefront of innovations towards Sustainable Cities They collectively try to respond to the questions What future cities wish to build with their scarcities and capacities on a finite planet What do they do to achieve this How do they contribute to redesign the world The third book adopts first and foremost a strategic foresight approach including a scan of the future trends tensions and risks in a more uncertain world the possible and preferable futures emerging policy issues such as intergenerational cities or cities welcoming the immigrants and their impact on sustainable development the Rio 20 prospects and the effects of the protracted crisis efforts by world interconnected cities including a case study on Bangkok a laboratory of urban change and examples of frugal and resilient urban policies

Journal, 1909 [The Tech Entrepreneur's Survival Guide: How to Bootstrap Your Startup, Lead Through Tough Times, and Cash In for Success](#) Bernd Schoner, 2014-05-16 Most technology startups never make it to the funding stage and only a small percentage of those that are venture backed generate a positive return for their investors An even smaller number of startup founders enjoy a truly prosperous exit Bernd Schoner cofounded his tech startup during the dot com bust navigated it through market crises and internal turmoil brought it through the

global financial meltdown intact and eventually sold it to a multibillion dollar multinational public technology company In The Tech Entrepreneur s Survival Guide Bernd shares what he learned and what he wished he knew at the time He explains the major phases in a technology company s life cycle helping entrepreneurs avoid common pitfalls and survive crises when they strike He guides readers from the initial bootstrapping process through venture capital financing and provides valuable advice on how to sell a technology company profitably even in a challenging economic environment Every chapter presents solutions to realworld issues that could otherwise have fatal consequences for a tech venture Aspiring tech entrepreneurs will learn to Set up shop build the team assemble necessary startup assets including technology and intellectual property get legal and financial affairs in order Secure capital ask for money nail the term sheet ask for more money Get out know when to sell who to sell to and how to make it a happy exit for all stakeholders including the employees Written with deep insight refreshing candor and a dash of humor this comprehensive guide to the often harsh realities of startup life is indispensable for entrepreneurs at any stage PRAISE FOR THE TECH ENTREPRENEUR S SURVIVAL GUIDE A genuine narrative from the field with battle scars and self reflection Reading this book will help you avoid many pitfalls Nicholas Negroponte professor at the Massachusetts Institute of Technology Media Lab There s a lot of great insights and practical advice for the entrepreneur in this book stuff you normally won t read or hear unless you buy some hard bitten company founder a few drinks If you are launching a technology startup reading this book is the thing you should do first Mark Roberti founder and editor in chief of RFID Journal I wish I had read Bernd s book when we founded The Echo Nest Bernd touches on all the major issues in the initial formation stages of a tech company and many of the problems that come up when the company matures If you are thinking of founding your own tech startup read this book first Tristan Jehan cofounder of The Echo Nest A visceral behind the scenes guide to technology entrepreneurship Bernd tells it like it is and presents a universe of solutions to tricky startup situations that can significantly improve the odds of success Indispensable Larry Begley cofounder and managing director at 406 Ventures The best laid business plans never survive contact with reality Bernd has provided a comprehensive guide to anticipating the unexpected in the life of a startup Neil Gershenfeld professor and director of the Massachusetts Institute of Technology Center for Bits and Atoms **Journal** Ireland. Dept. of Agriculture and Technical Instruction,1910 **Journal** Ireland. Department of Agriculture and Fisheries,1910 **PCs for Dummies** Dan Gookin,2006 A guide for beginning users covers setup disks and disk drives monitors printers peripheral equipment acronyms and jargon computer security and common mistakes **Startup** Jerry Kaplan,2014-07-08 Jerry Kaplan had a dream he would redefine the known universe and get very rich by creating a new kind of computer All he needed was sixty million dollars a few hundred employees a maniacal belief in his ability to win the Silicon Valley startup game Kaplan a well known figure in the computer industry founded GO Corporation in 1987 and for several years it was one of the hottest new ventures in the Valley Startup tells the story of Kaplan s wild ride how he assembled a brilliant but fractious team of

engineers software designers and investors pioneered the emerging market for hand held computers operated with a pen instead of a keyboard and careened from crisis to crisis without ever losing his passion for his revolutionary idea Along the way Kaplan vividly recreates his encounters with eccentric employees risk addicted venture capitalists and industry giants such as Bill Gates and John Sculley And no one including Kaplan himself is spared his sharp wit *Economic Entomology*,1924 **Proceedings of the Annual Meeting of the New Jersey Mosquito Extermination Association** New Jersey Mosquito Extermination Association,1922 Publications Georgia. Department of Agriculture,1883 *Publications of the Georgia State Department of Agriculture* Georgia. Department of Agriculture,1883 *Forbes*,1997 **Power From the Appalachians** Frank J. Calzonetti,1989-07-10 This book grew out of a study that was commissioned by the West Virginia University Energy and Water Research Center It was designed to assess the impact of electricity imports on West Virginia s economy and to determine what efforts if any should be made to increase electricity exports Because organizations involved in the electricity industry operate on the multi state level the outcome is a work that considers the electricity trade from the Appalachians to the Northeast and the physical political geographic and economic factors influencing this trade now and in the future Early chapters provide an introduction to and overview of the American electricity industry Twenty years ago energy forecasters predicted that electricity demand would grow at a healthy rate and that the only way to satisfy future demand was to build new and usually larger power plants Little if any thought was given to electricity conservation alternatives to centralized power plants or changing demand patterns This mentality brought disaster to many utility companies that ordered unnecessarily expensive power plants Recent thinking dictates that the nation has sufficient generating supply conservation can reduce the need for power plants and those plants that are needed can be smaller locally sited facilities This perception is quickly changing the authors contend as certain regions are now in a dangerous position because energy demand is increasing and existing capacity is aging The balance of the book discusses the steps that must be taken to insure cost effective use of electricity and the addition of new supplies Among the issues considered are the power trade alternative the economic impacts of the electricity industry using West Virginia as a test case acid rain Canadian power imports siting energy facilities and the cost effectiveness of the various strategies Given the diverse backgrounds of the coauthors this book will have widespread appeal in the fields of economics electrical engineering geography mineral resource economics and political science Members of the electrical industry itself should also consider this book as they grapple with guaranteeing the nation s energy supply into the next century *Dune* Frank Herbert,1999-10 Future space fantasy concerning a time when the human race has reached a point of intellectual stagnation and receives the help of a space age Messiah and prophet

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