

Scientists and Engineers as Entrepreneurs

Dawood Parker

Melys AFS Ltd

ENTREPRENEURSHIP FOR SCIENTISTS AND ENGINEERS

Durban, South Africa

May 20-May 24, 2013



Entrepreneurship Workshop
Durban, South Africa
May 20-May 24, 2013

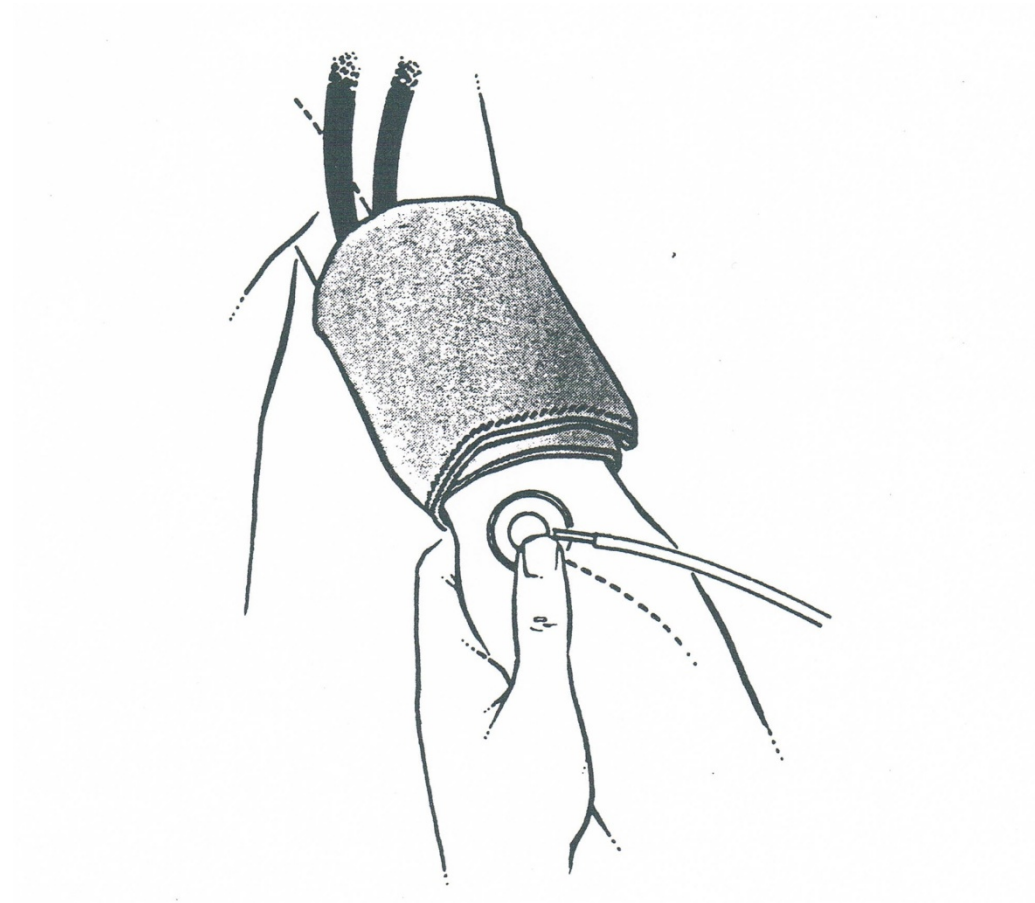


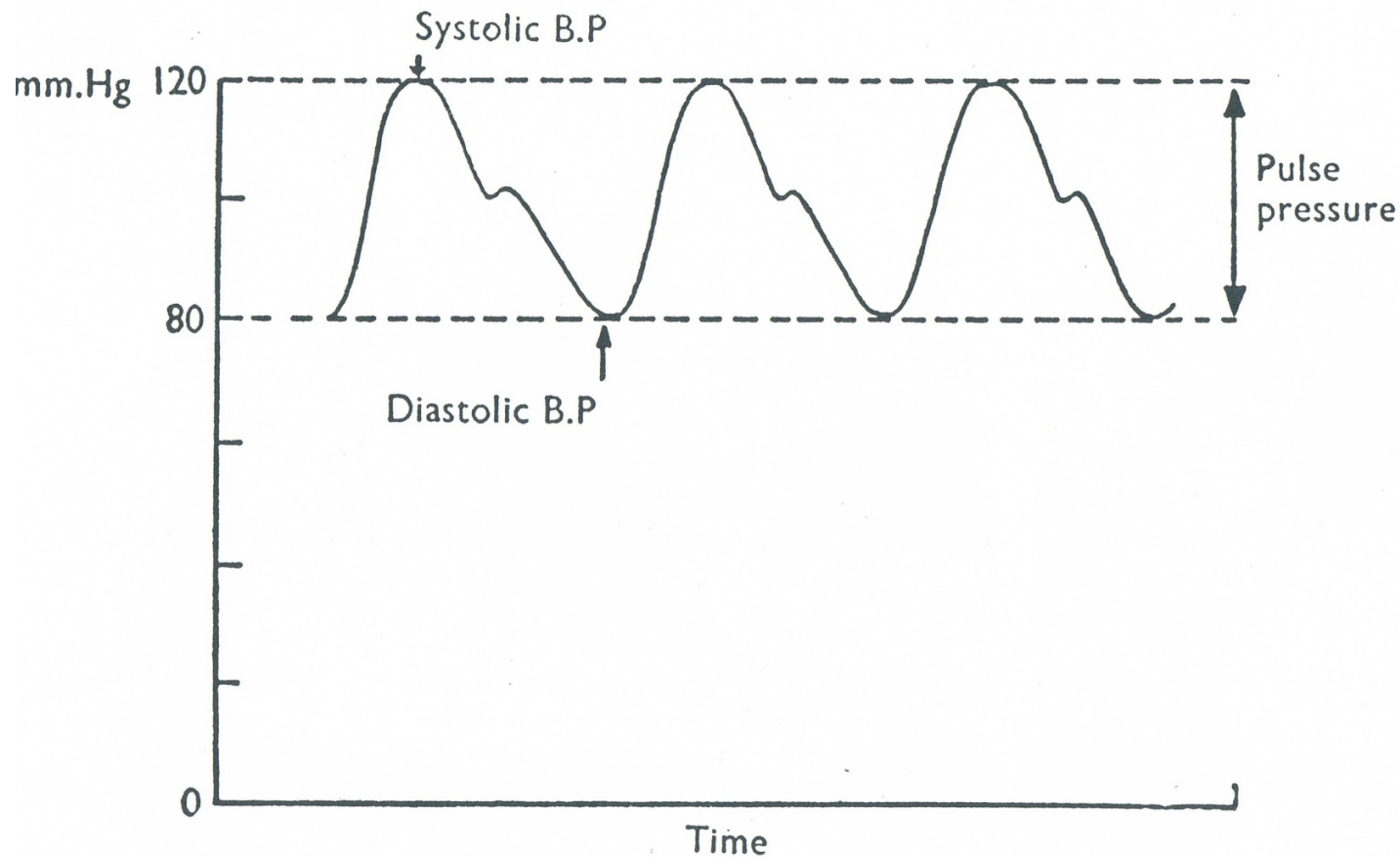
D. Parker: Scientists and
Engineers as Entrepreneurs

Incomplete Data

- Scientists and engineers are used to making decisions based on complete data.
- An entrepreneur has the ability to make the decision to start a company on incomplete data – takes a risk.

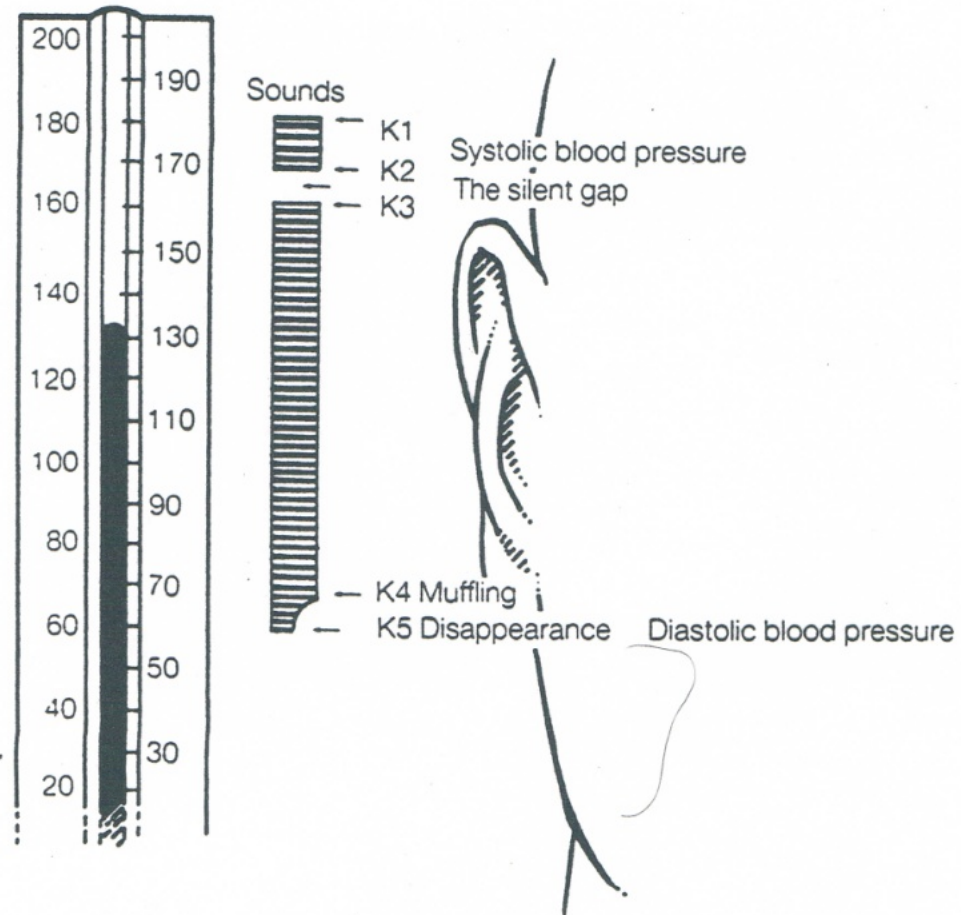
Apply the diaphragm of the stethoscope to the brachial artery.



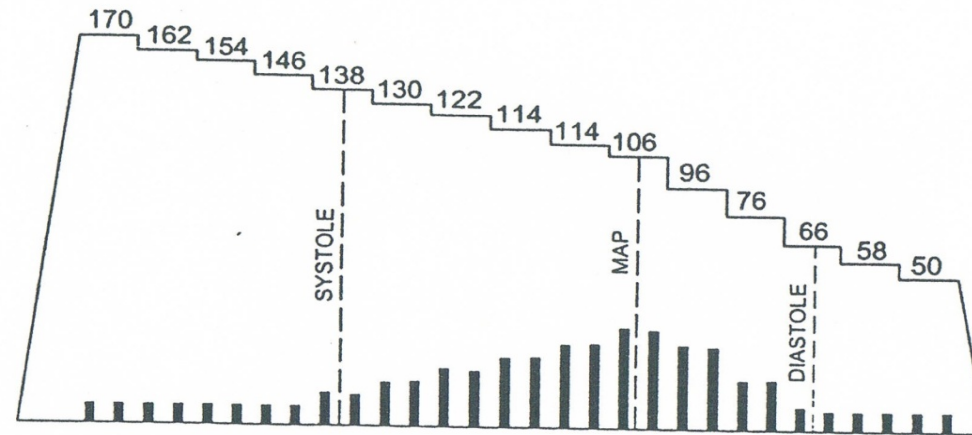


The arterial blood pressure fluctuates between a maximum (or systolic blood pressure) and a minimum (or diastolic blood pressure). The difference between these two pressures is the pulse pressure. A second peak is seen on the down-stroke. This is termed the 'dicrotic notch'.

The following “Korotkoff” phases may be identified as the cuff is deflated.



DETERMINATION SEQUENCE



Systolic Pressure is the cuff pressure at which oscillations in pressure begin to increase in amplitude. The Mean Arterial Pressure is the lowest cuff pressure at which the maximum oscillations in pressure occur. Diastolic pressure is the cuff pressure at which the oscillations stop decreasing in amplitude.

Personality

Entrepreneurship Workshop
Durban, South Africa
May 20-May 24, 2013

D. Parker: Scientists and
Engineers as Entrepreneurs

Ask yourself:

- Do I initiate projects and carry them through successfully?
- Have I managed projects well without supervision?
- Have I enjoyed being in charge?
- Can I hire and fire others when necessary?
- Can I delegate work?
- Can I criticise other's work and get what I need from them?
- Can I negotiate and compromise without feeling that I am selling out?
- Do I have abundant energy?
- Can I delay gratification to attain a goal?

Great Business Opportunity?

Entrepreneurship Workshop
Durban, South Africa
May 20-May 24, 2013

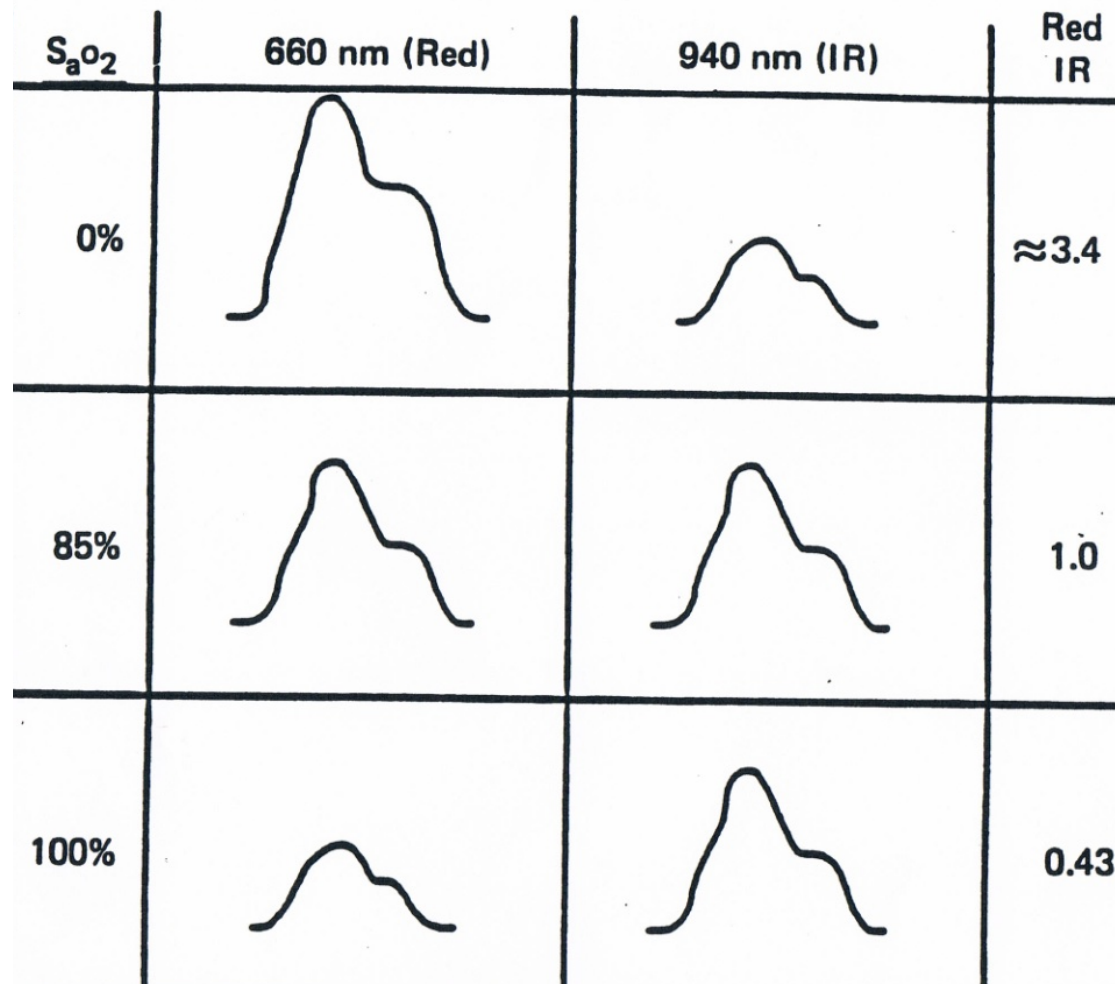
D. Parker: Scientists and
Engineers as Entrepreneurs

Technology Push versus Market Pull

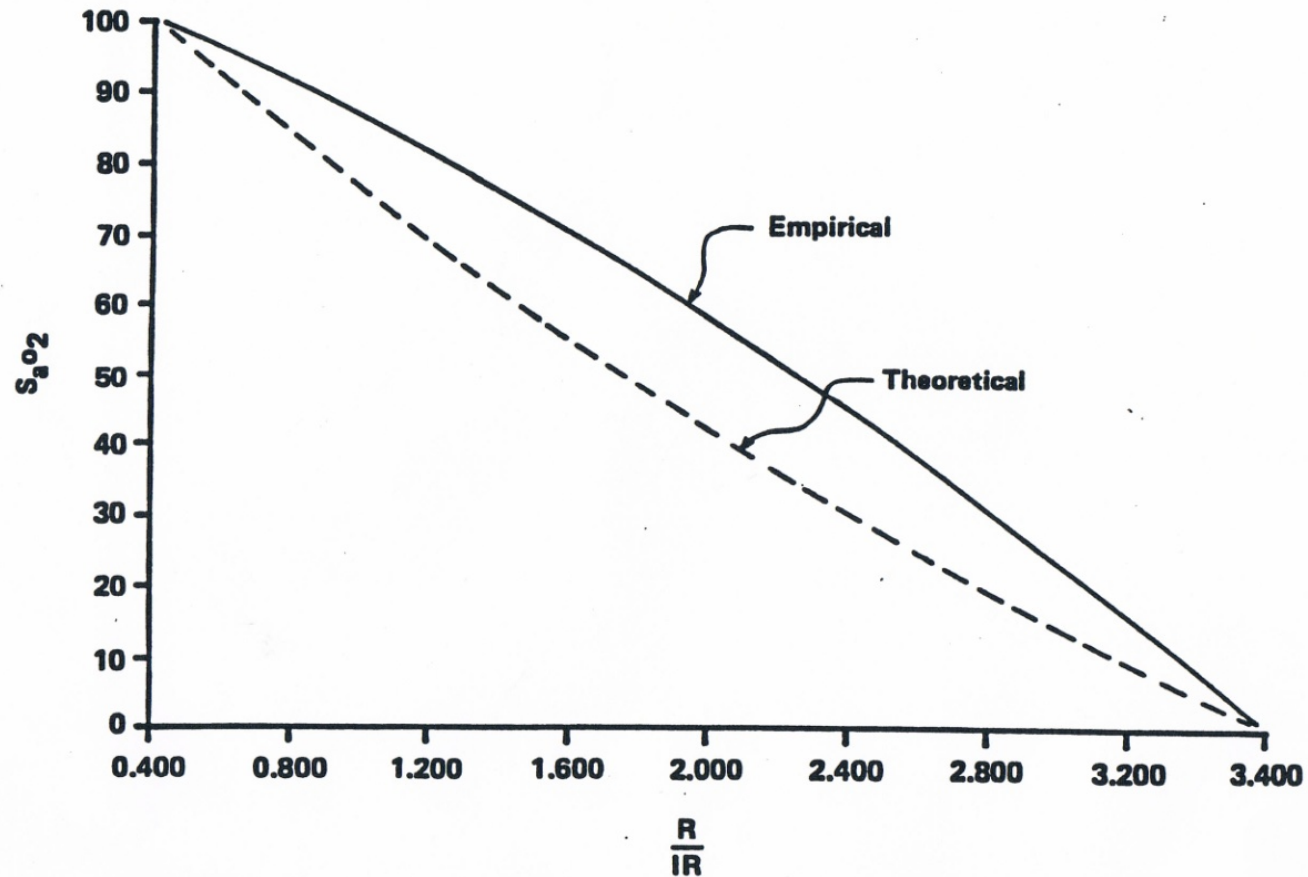
Research Without End

Entrepreneurship Workshop
Durban, South Africa
May 20-May 24, 2013

D. Parker: Scientists and
Engineers as Entrepreneurs



Relative plethysmographic signal amplitudes, assuming the transmission intensities are equal.



The difference between the empirical and the theoretical derivation of the oxygen saturation measurements.

Your Solution:

Is it commercially viable?

The solution to measuring glucose non-invasively?

Can you solve the problem:

- within the technical constraints

AND

- within the commercial constraints

Team Player

Entrepreneurship Workshop
Durban, South Africa
May 20-May 24, 2013

D. Parker: Scientists and
Engineers as Entrepreneurs

Part Time or Full Time?

Entrepreneurship Workshop
Durban, South Africa
May 20-May 24, 2013

D. Parker: Scientists and
Engineers as Entrepreneurs

What is Your Invention Worth?

Entrepreneurship Workshop
Durban, South Africa
May 20-May 24, 2013

D. Parker: Scientists and
Engineers as Entrepreneurs