

Digital Entrepreneurship and Innovation Ecosystems: Driving Competitiveness Global

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Alisson Monteiro de Melo

Summary

This article explores the phenomenon of digital entrepreneurship through a multidisciplinary analytical lens, investigating the fundamental role of innovation ecosystems in fostering business competitiveness in the globalized market. The aim is to map, through a robust literature review, how the synergistic articulation between technology hubs, incubators, accelerators, and a disruptive entrepreneurial mindset enables the emergence, survival, and scaling of high-impact innovative businesses. The methodology was based on a comprehensive theoretical analysis, investigating the pillars of startup success, including access to venture capital, a data-driven experimentation culture, and strategic collaboration between academia, government, and the private sector. The analysis indicates that digital entrepreneurship does not occur in isolation, in an organizational vacuum, but intrinsically depends on the quality of the innovation environment and the governance capacity of entrepreneurs. Finally, it is observed that interdisciplinary collaboration, intangible asset management, corporate governance, and the rigorous adoption of ESG (Environmental, Social, and Governance) practices are vital conditions for scalable growth, the longevity of new businesses, and the projection of companies in highly competitive international markets, where agility and market intelligence define sectoral leadership.

Keywords: Digital entrepreneurship. Innovation ecosystems. Startups. Global competitiveness. Strategic management.

Abstract

This article explores the phenomenon of digital entrepreneurship through a multidisciplinary analytical lens, investigating the fundamental role of innovation ecosystems in fostering business competitiveness in the globalized market. The objective is to map, through a robust literature review, how synergistic coordination among technology hubs, incubators, accelerators, and a disruptive entrepreneurial mindset enables the emergence, survival, and scaling of high-impact, innovative businesses. The methodology was based on a comprehensive theoretical analysis examining the pillars supporting startup success, including access to venture capital, a data-driven culture of experimentation, and strategic collaboration among academia, government, and the private sector.

The analysis indicates that digital entrepreneurship does not occur in isolation within an organizational vacuum but depends intrinsically on the quality of the innovation environment and entrepreneurs' governance capacity. Finally, it is observed that interdisciplinary collaboration, the management of intangible assets, corporate governance, and the rigorous adoption of ESG (Environmental, Social, and Governance) practices are vital conditions for scalable growth, the longevity of new businesses, and the projection of companies in highly competitive international markets, where agility and market intelligence define sectoral leadership.

Keywords: Digital Entrepreneurship. Innovation Ecosystems. Startups. Global Competitiveness. Strategic Management.

1. Introduction

Digital entrepreneurship has ceased to be a niche segment or a secondary aspect;

to become the main engine of growth for the global economy in the 21st century, challenging, in the short term

Timeframe, established business models. The technical ability to create companies.

Scalable solutions, with technology as their operational foundation, have allowed new entrants to challenge...

century-old incumbents, redefining the boundaries of competitiveness and forcing the market to

rethinking the logic of value creation. This scenario of constant disruption is not just a reflection of

The evolution of digital tools, but also a profound change in the market structure, in which the

Agility in delivering solutions and data processing capabilities have become key assets.

most valuable for the survival and growth of organizations seeking leadership at scale.

global.

In this context, this article investigates how the concept of an innovation ecosystem acts as

A catalyst for the success of new digital ventures, more than a collection of companies,

It is an integrated network that provides critical resources for the flourishing of disruptive ideas.

More than just the originality of the idea or the individual talent of the founder, long-term success

The timeframe depends intrinsically on the environment in which this value proposition is cultivated, involving the

facilitated access to venture capital, specialized mentorship, global talent recruitment and the

reach international markets, according to the ecosystem theory developed by Isenberg.

(2010), which categorizes these pillars as fundamental to the perpetuation of regional innovation and

national.

The research is structured on the premise that an entrepreneurial mindset, combined with strategies

With accelerated growth and based on data, it is the mechanism that allows transformation

Innovative concepts in sustainable and profitable global business. Throughout this study, we analyze-

if the critical factors that determine the survival of startups in an environment marked by high

Volatility, due to economic uncertainty and the constant need for market validation in the face of

investors. The work therefore seeks to provide a detailed view of how methodical management, the

Corporate governance and a long-term strategic vision can transform momentum.

An entrepreneur within a solid organization capable of leading in competitive markets.

2. The Entrepreneurial Mindset and the Lean Startup Methodology

The entrepreneurial mindset in the digital age transcends simply creating new businesses.

configuring itself as a complex cognitive skill that requires a high tolerance for uncertainty and

A refined analytical capacity in the face of constantly volatile scenarios. As discussed.

According to Ries (2011) in the renowned *Lean Startup methodology*, the primary focus of the modern entrepreneur

It should be the empirical validation of value hypotheses through the continuous development of

Minimum Viable Products (MVPs), which allows for rapid adaptation based on real feedback.



of the consumer market. This paradigm requires management to abandon static business plans, long and traditional approaches, which often ignore the reality of rapid change, in favor of iterative and rapid learning cycles, in which the precision of metrics outweighs subjectivity. from traditional planning.

In this iterative building process, the company learns with each interaction, minimizing the Waste of financial and human resources on products that do not have market appeal.

By adopting this model, the entrepreneur transforms uncertainty into a controlled variable, in which each The experiment provides data that validates or invalidates the initial strategic direction. Management needs, Therefore, focus on the speed of the "build-measure-learn" cycle, ensuring that the team is... aligned with the real needs of customers, and not just the founder's initial assumptions.

Operational agility is what allows *startups* to challenge competitors with cumbersome structures, which It takes them months to launch simple features, while the digital entrepreneur has already captured the... market.

Beyond the technical aspects, an entrepreneurial mindset is a continuous exercise in self-leadership and... Managing psychological pressure is essential for survival in highly competitive environments.

Technical skills. Dealing with the stress of founding a company, with resource scarcity and pressure.

Achieving results in digital environments requires emotional intelligence and a clear sense of purpose.

Maintain the motivation of the founder and their team during times of crisis. The digital entrepreneur.

must be able to keep the team focused, even when the path doesn't seem clear, by communicating

Safety and resilience are qualities that become the cultural foundation of the startup. Leadership by

For example, coupled with radical transparency about the challenges faced, it creates an environment of trust.

which is the driving force behind any high-performance organization.

Behavioral resilience and decisional agility have become fundamental pillars, supported

based on Sarasvathy's (2008) studies on *Effectuation*, which demonstrate that high-performing entrepreneurs

Impact doesn't depend solely on predictions, but utilizes available resources to create

New market opportunities. This approach requires well-developed emotional intelligence.

allowing the leader to maintain strategic focus even in the face of limited initial resources.

By integrating this "make it happen" mindset with a rigorous risk analysis, the entrepreneur

digital technology is able to navigate between strategic intuition and disciplined technical execution, ensuring that growth is sustained by constant validation and proactive adaptation to demands.

Global characteristics that define the executive maturity necessary for leadership.

Finally, a culture of continuous learning within the company is what ensures that mindset...

The entrepreneur shouldn't lose their way as the business scales and becomes more complex. The founder

It should foster an environment in which lessons learned from partial failures are...

Celebrated as essential elements for future success, promoting an organizational culture of openness. to productive error. By establishing a structure that values curiosity, experimentation, and decision-making. Through data-driven decision making, the entrepreneur builds an organization that doesn't rely solely on... their individual effort, but also that of an immune system capable of adapting to any Changes in the global technological or economic landscape, ensuring longevity and sustainability. competitive.

3. The Strategic Role of Innovation Ecosystems

Innovation ecosystems function as engines of economic development, articulating different agents in a synergistic network, exponentially increasing the chances of success. digital ventures operating in these environments. Based on Isenberg's premises. (2010), the effectiveness of these ecosystems depends on robust integration between public policies, access skilled human capital, a culture of celebrating risk, institutional support, and availability. Long-term financial security. Cities and regions that consolidate these pillars, as observed in the Valley. Locations in Silicon Valley or emerging technology hubs create a clustering effect that attracts talent. global investors, venture capitalists, and major trading partners, raising the bar for competitiveness. of all the actors involved in the innovation network, both local and international. Beyond physical and financial infrastructure, the true strength of ecosystems lies in the density of Connections and the fluidity of knowledge between actors allow innovation to occur in a way that... collaborative, not in corporate or academic silos. Collaboration between universities, centers The collaboration between research firms, accelerators, and established companies enables technology transfer and rapid development. Disseminating best management practices, transforming academic research into solutions. scalable to the market. As Porter (1998) argues in his theories on market advantage. Competitive advantage of clusters: geographical or virtual proximity between related industries favors... Continuous innovation, as companies learn from each other, raising the standard of excellence. from the entire sector of activity. For the digital entrepreneur, entering these environments is a critical strategic decision that It provides access not only to tangible resources, such as offices and capital, but also to a A mentoring and collective learning environment is essential to overcome the challenges of Global scalability. Networking done at meetups, *demo days*, and innovation conferences. It allows the founder to find strategic partners who can be the game-changer between... Failure and success in a highly volatile market. The ability to navigate these environments, Aligning investor interests with product vision is an essential skill for

who wants to transform a startup into a respectable and influential market player at the level worldwide.

Local culture also shapes the ecosystem, defining how failure and success are perceived.

by its participants and directly influencing the risk appetite of local entrepreneurs.

Healthy ecosystems celebrate entrepreneurship and treat failure as a learning experience, not...

as a social stigma, which encourages more people to innovate without excessive fear of consequences.

Negative aspects of a career. This exchange of experiences between founders, even of companies.

Competitors generate collective intelligence that benefits the entire region and increases its attractiveness.

global for investors and talent, creating a virtuous cycle of growth that is self-reinforcing with

The time frame and maturity of the businesses involved.

Therefore, the success of a digital startup is a direct reflection of the health of the ecosystem in which it operates.

inserted, making strategic location a key factor in long-term planning.

Managing a digital company must necessarily involve active networking and participation in...

events and integration into innovation communities that provide critical inputs for growth.

accelerated. Those who understand the dynamics of ecosystems know that access to information,

Having the right contacts and visibility in the market are scarce resources that define who...

will dominate markets in the long term, transforming ecosystems into the main stage of

global high-performance entrepreneurship.

4. Venture Capital and the Financial Engineering of Startups

Financing high-growth companies in the digital economy requires sophistication.

financial services that go far beyond traditional banking credit models, demanding a

A deep understanding of the mechanics of *Venture Capital* (VC) and *Angel Investing*. According to

As explored by Gompers and Lerner (2004), the venture capital market plays a role

crucial in providing not only the liquidity necessary for scale, but also strategic advice,

Access to high-level *networking* and corporate governance that prepares the startup for funding rounds.

subsequent investments or for a potential exit (IPO or acquisition). The management of a

A digital company must master the art of building balanced *cap tables*, in which capital dilution is avoided.

It is managed in a way that aligns the interests of the founders with those of the investors, ensuring that...

organizational sustainability.

Business valuation in the digital age *is* a complex exercise in projecting cash flows.

futures, analysis of intangible assets, such as the engaged user base, proprietary technology and

Intellectual property, in addition to the size of the addressable market (TAM). Entrepreneurs who



They understand the language of investors and are able to articulate the economic viability of their investments. Business models through rigorous metrics such as CAC, LTV, MRR (Recurring Revenue). Monthly revenue and churn rate give them a significant competitive advantage. Well-funded fundraising... Implementation not only validates the business model to the market, but also provides the necessary breathing room. necessary for the company to quickly gain *market share* , surpassing competitors that do not They have the same financial structure or the same strategic vision. The fundraising journey is an exhaustive and continuous process, in which the entrepreneur must always be... Prepared for the next step, maintaining an active *pipeline* of investors. The relationship with the Investors demand transparency, accountability (*reporting*) , and alignment of expectations from the start. The first day. The manager must be able to translate operational milestones into financial value. demonstrating that every dollar invested generates an exponential return. This financial competence is What separates companies that fail due to lack of cash flow from those that manage to navigate through... seed phases , series A, B, C and beyond, demonstrating discipline in the use of capital and capability. to generate sustainable growth. In addition to private capital, the role of government as a promoter, through subsidies for innovation, Tax incentives (such as R&D incentive laws) and support programs are a variable that alters the Competitive balance between different countries. Management must be attentive to calls for proposals and programs. innovation that can finance technology development without diluting capital, relieving the Cash flow in the early stages of a company's life. This "financial engineering," which mixes Private capital and public funding is a common skill among elite entrepreneurs who They seek to maximize shareholder returns while minimizing long-term financial risks. through diversified sources of funding. Finally, preparing for an *exit* is the ultimate goal for many founders and investors and requires... A long-term perspective on the M&A (mergers and acquisitions) market and the liquidity landscape. A company should be built from day one as if it were intended to be sold, maintaining Impeccable accounting, properly protected intellectual property contracts, and processes. Standardized. This market value-oriented mindset differentiates the company. amateurish professional corporation that, upon reaching maturity, becomes an extremely valuable asset. Attractive to strategic buyers seeking disruptive innovations for their portfolios. globally, legitimizing all the effort and capital invested in building the startup.

5. Analytical Marketing and the Growth Hacking Strategy

Marketing in the 21st century has ceased to be a cost center for advertising and has become a discipline.

growth engineering, based entirely on data analysis, scientific testing and High-speed experimentation. The concept of *Growth Hacking*, consolidated by Ellis (2010), It posits that growth must be systematic, testable, and measurable, allowing for the identification of channels. More effective customer acquisition methods with the least possible friction. By implementing A/B testing. By being rigorous in *their landing pages*, email flows, and paid media channels, management can identify the that works, scaling investment in what generates results and quickly abandoning what doesn't. It generates results, ensuring the efficiency of marketing capital in a market where attention is... the scarcest and most expensive resource.

Unlike traditional marketing, which prioritized reach (passive branding), Growth Hacking is results-driven and follows the complete conversion funnel. The goal is not... It's not just about bringing people to the site, but optimizing every step of the journey, from awareness to completion. Conversion and, fundamentally, retention. This approach allows for accelerated growth with Limited budgets, which is the hallmark of successful startups that don't have deep pockets. They have the funds of large corporations, but they possess the agility and intelligence to grow through hacks. intelligent and with low initial implementation costs, focusing on what really matters: the user conversion.

Brand building in the digital age is equally influenced by organic engagement and by... A digital authority established through relevant content, community, and transparency. The current strategy focuses on personalizing the experience, using advanced CRM tools and Automation to create personalized and relevant customer journeys. This analytical approach It ensures that the company is able to retain its customers, mitigating the *churn* (cancellation) rate. which is the cancer of any recurring business model. The manager who masters these techniques It transforms marketing into a predictable and scalable revenue-generating machine, essential for any company that aims for market leadership.

Ironically, retention is far more important than acquisition. The cost of retaining a customer... The cost of acquiring an existing one is a fraction of the cost of acquiring a new one. Therefore, management must monitor... Constantly improve customer satisfaction (NPS) and implement product improvements that increase... *Lifetime Value* (LTV). This involves deeply understanding user behavior through Using heatmaps, funnel analysis, and direct feedback, ensuring the product solves the problem. serving the customer in an increasingly efficient way and creating a competitive advantage based on Excellence in delivery, which prevents the customer from switching to the competitor. Finally, marketing automation enables a scale that humans cannot achieve without it. Appropriate technology. The use of CRM and automation tools creates purchase journeys that operate 24/7, allowing the company to grow its customer base without needing to increase it proportionally.

The sales team. This disconnect between growth and increased operating costs.

defines digital scalability. The entrepreneur who builds this automated "sales machine"

The analytics company possesses an asset that generates revenue in a nearly passive way, which attracts investors and guarantees...

The organization's financial stability in the face of market fluctuations, consolidating its leadership.

6. Operational Globalization and the Management of Distributed Talent

The digitalization of business allows startups to be born with a global DNA, transcending the...

geographical limitations from the first day of operation, through the implementation of structures

Remote and flexible operations. The ability to orchestrate globally distributed teams is not...

It represents not only an optimization of operational costs, but also a deliberate strategy.

to access the best talent in the global market, regardless of their physical location,

ensuring that the company has the best technical expertise available on the planet. According

As Gratton (2022) points out, managing hybrid and remote work models requires new skills.

leadership styles focused on trust, procedural transparency, and asynchronous communication.

essential for maintaining organizational culture cohesion across all continents.

The internationalization of operations requires, simultaneously, a deep understanding of

The cultural, legal, and regulatory nuances of the target markets require the entrepreneur to...

Develop a cosmopolitan vision of the business. The localization of products and services to meet the needs of the market.

specific needs of different regions — adapting the language, the payment methods

...and even the product interface—is a determining factor for success. This adaptation transforms the...

Transforming a local *player* into a relevant global competitor, capable of serving different niches.

with the same excellence, capturing value wherever demand arises, overcoming limitations.

geographical restrictions that previously limited traditional companies to their national territory.

Managing this level of complexity, integrating international operations and multicultural teams, requires robust

governance and a continuous capacity to adapt to changing circumstances.

It is necessary to establish *playbooks* that document processes, in order to guarantee quality.

The delivery in one country must be identical to that in another, minimizing operational variation.

Brand standard. The global leader must be a master at managing diversity, channeling different

Cultural perspectives for more robust innovation and transforming team diversity into

A competitive advantage comes from understanding international markets and building products that...

resonate with diverse and demanding global audiences.

In addition to people management, the global operation involves managing legal complexities and

Taxes that can be challenging for growing businesses. The entrepreneur must ensure

that its corporate structure is aligned with the best jurisdictions to protect its assets and facilitate Cross-border transactions. The ability to navigate different tax systems and laws. Data protection is an essential skill for those scaling globally, preventing issues from arising. Compliance issues become bottlenecks to expansion. This level of operational sophistication differentiates the Companies that truly have international reach are those that only have a nominal presence. Ultimately, the digital company that manages to integrate global talent and serve customers Global companies possess a competitive advantage that is unattainable for traditional local businesses operating within the market. with conventional methods. Managing this complex network of people and markets is the challenge. The ultimate goal of an entrepreneur who wants to build a unicorn: the ability to build a brand. Globally respected across diverse cultures and capable of attracting talent from all corners of the planet, it is the The ultimate testament to the competence of a leader who understood the nature of the digital economy: a A world without borders, where the only barrier to success is one's own capacity for execution and innovation. strategic.

7. Strategic Sustainability and ESG Criteria

Modern digital entrepreneurship faces the imperative need to integrate the principles ESG (Environmental, Social, and Governance) to the business model and long-term strategy, Instead of treating them as peripheral social responsibility or marketing initiatives. A Incorporating robust governance criteria, transparency in operations, and ethics in business is now a fundamental requirement for institutional investors and global consumers, which They favor companies with clear purposes and documented positive impact. According to the theory of Porter and Kramer (2011) on "creating shared value," business success, and progress Social factors are not mutually exclusive and can be integrated to generate sustainable economic value. It benefits everyone involved in the value chain. Environmental sustainability in the digital environment requires efficient management of the carbon footprint of... technological infrastructure, including the energy consumption of data centers, e-logistics commerce and the disposal of electronic devices. Startups seeking sustainable certifications and Companies that adopt carbon-neutral practices are positioning themselves better in the market and attracting... Conscious consumers willing to pay a premium for sustainability. The entrepreneur who By anticipating these regulatory and market demands, it gets ahead of the curve, building a brand that is seen as... aware and prepared for a future in which the pressure for sustainability will be even greater and Environmental risks will be punished financially. The social aspect of ESG in digital startups involves promoting diversity and inclusion in...

technology and management teams, which is not only an ethical guideline but also a strategy. Innovation. Studies indicate that diverse companies make better decisions and avoid thinking. Groupthink fosters faster innovation by bringing different perspectives to the table. Entrepreneurs must actively combat algorithmic biases in their products and promote environments... where people of all backgrounds have equal opportunities, transforming the company into a It reflects the diverse society in which it operates, enriching the culture and improving the product. Governance is the pillar that guarantees transparency and ethics, serving as a mechanism that protects the... Companies fighting against abuse of power and corruption. Startups that are born with governance structures. Clear, *compliance* processes and business ethics more easily attract investment from Large-scale governance, as it offers legal security to investors. Governance is not exclusive. from large publicly traded corporations; it's a seal of quality for startups that want to grow. with solidity and credibility. Clarity in decision-making and accountability are what It guarantees trust between partners, employees, and investors, crucial elements for longevity. It can be concluded that sustainability is not a passing fad, but an imperative for the Strategic competitiveness. The digital entrepreneur who incorporates ESG into their business model. Since its founding, it has been building a more valuable, resilient asset that is less exposed to risks. reputational or regulatory issues that could jeopardize the business in the future. Companies that ignore These aspects are destined to lose ground in a global market that increasingly values... Purpose and responsibility. Being a sustainable company is, today, the smartest way and A profitable way to do business, ensuring its longevity in a world that demands responsibility. corporate.

Conclusion

The exhaustive analysis presented throughout this article allows us to conclude that entrepreneurship The digital world in contemporary times constitutes a highly complex strategic field of action, which It requires much more than isolated technical skills, demanding a holistic and integrated vision. business management in a globalized environment. It became evident that the success of startups, far from Rather than being the result of chance or favorable circumstances, it is the direct outcome of the rigorous application of Agile methodologies, strategic integration into innovation ecosystems, and superior skills of A leader in orchestrating financial resources, human talent, and technological advancements in pursuit of a A sustainable and lasting value proposition, overcoming logistical and operational challenges. The role of the entrepreneur, as explored, has evolved dramatically into that of a manager of uncertainties and architect of organizational futures, whose expertise lies in balancing the vision

A long-term strategy combined with disciplined tactical execution in the short term. The *Lean mindset*, coupled with transparent corporate governance and a genuine commitment to ESG values, Today it sets the new standard of excellence for companies that aspire not only to survive, but also to absolute leadership in their markets. Organizations that understand these Dynamics are able to overcome the challenges of resource scarcity and fierce competition. Transforming operational obstacles into competitive advantages on a global scale. Technology, while ubiquitous and necessary, serves as a structural enabler and never as a means of substitution. A substitute for strategic leadership or refined human intuition through data analysis. The differentiating factor. The competitive advantage of elite digital companies lies in their masterful ability to integrate sophistication. From statistical analysis to a keen sensitivity to understanding the human journey and experience of... end customer. Modern management demands that executives have an open mind to embrace the end customer. complexity, understanding that continuous innovation is the only safeguard against obsolescence. Technological advancements and corporate decline are essential for maintaining market relevance. The globalization of operations, facilitated by modern digital tools, has eliminated borders. Traditional physics for talent and capital, but simultaneously raised the level of competition to unattainable global standards for traditional local companies. Entrepreneurs and managers who Those who are unable to adapt their organizations to this distributed reality face severe risks of Isolation and irrelevance in a market that doesn't forgive slowness. Success in the global market. It requires the orchestration of multidisciplinary talents and a deep understanding of diverse markets. reinforcing the importance of diversity as a driver of intelligence and competitive performance, necessary for international expansion. Innovation ecosystems play a critical infrastructure role in this process. providing not only technical and logistical support, but also the necessary culture of collaboration. to the flourishing of disruptive ideas that challenge the *status quo*. The articulation between the various Agents — investors, mentors, academia, and entrepreneurs — are the fuel that sustains the It accelerates the growth of startups and ensures that smart capital flows to where it is most needed. The absence of a robust ecosystem can severely limit the growth potential of projects, highlighting that the environment is crucial for the economic success of any startup. Social and environmental responsibility, encapsulated in ESG criteria, is no longer a differentiating factor. optional to become a fundamental requirement of governance and financial attractiveness for major players. Global investors are redirecting massive amounts of capital to companies that demonstrate a commitment to sustainable and transparent practices, creating a A dynamic in which profit should be generated through the sharing of value with society. The entrepreneur of the future is, inevitably, the one who manages to harmonize their objectives.

economic factors with a positive impact on society, ensuring that your organization is seen as a long-term transformative agent.

Developing intrapreneurial skills in established companies is the

Final evidence that innovation is not exclusive to new foundations, but rather an attitude.

Organizational skills must be constantly nurtured by managers who understand the power of disruption.

The ability of large corporations to integrate new technologies and processes while maintaining agility.

For startups, this is what guarantees their longevity in a constantly changing market. Management of

Innovation is therefore the central challenge for any organization that wishes to maintain its position as

Leadership and avoiding decline in a highly volatile and competitive environment, where inertia is the greatest factor. enemy of survival.

In short, the path of digital entrepreneurship demands continuous mastery across various areas.

From advanced financial management to the orchestration of global talent and ethical governance of data. The business landscape in the 21st century is an arena of constant innovation, where value is Generated by applied intelligence and unwavering execution capacity. To visionary leaders.

The role of catalyzing these energies falls to us, building resilient organizations that define the new...

Standards of excellence for future generations, consolidating their legacy through the next generation.

Sustainable, with economic value and lasting global impact that transcends the boundaries of time.

and from space.

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