



## Think Tank RADIO

# Conversations in a digital world

New perspectives on business, IT, and innovation.



THE BEST RUN 

### Think Tank Radio: Conversations in a Digital World

New shows weekly

**November 5th 2020: Can Entrepreneurship Be Taught? Three Authors Say Yes!**

The buzz: "Like saplings, many startups fail to grow – many die 1 – 3 years after launch. While there are many factors leading to the failure of a startup, one of the main reasons is the lack of expert startup advice founders receive... Experience of a seasoned entrepreneur is precious – and no matter how many theoretical models you study, you simply can't replace the experience they've gained through actually doing the work, failing, and succeeding." ([blog.hubspot.com](http://blog.hubspot.com)) Entrepreneurship has many faces today – standalone startups as well as corporate incubators. How does an individual su

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### Featured Guests



#### Kyle Garman

Kyle Garman is Senior Vice President, Global Business Development at SAP, the world's third largest enterprise software company. Kyle and his team are responsible for driving digital innovation and growth initiatives with global strategic partners. Kyle is also award-winning author of *The Entrepreneurial Mindset*, a #1 Amazon bestseller. 100% of the proceeds from the book are donated to the Network for Teaching Entrepreneurship (NFTE) to support its mission. He serves on NFTE's board of directors and is an active advisor and investor in the technology industry. Prior to SAP, Kyle was an early team member of two highly successful start-ups. The first was taken public by Goldman Sachs with a ma

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#### Bryan Pearce

Throughout Bryan Pearce's 38-year career with EY, he focused on advising, guiding and recognizing high-growth entrepreneurs in the US and internationally. As EY Global Leader – Entrepreneurship, Bryan co-authored the book *"Daring to Compete"*, published by Wiley. It features many of the insights that he gained from interactions with many award-winning entrepreneurs throughout his career, including the 15 EY Entrepreneur Of The Year winners he interviewed. The book identifies 8 traits of successful entrepreneurs and details how they apply 7 Drivers of Growth to accelerate their business growth and the importance of intuition in entrepreneurial decision making. After retiring from EY in 2019, B

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#### Brad Borkan

Brad Borkan is a senior director in SAP's Strategic Ecosystem Marketing team. He is also co-author of *When Your Life Depends on It*. The book puts the reader right into the action of the life-and-death decisions made by the early Antarctic explorers and looks at what we can learn from their situations to help us make better decisions in our modern lives. The book has been endorsed by Sir Ranulph Fiennes, the greatest living Polar explorer. Brad has a graduate degree in Decision Sciences and is a Fellow of the Royal Geographic Society and a member of the Society of Authors. He has presented at business and Antarctic conferences, appeared on US-based cable TV, and on numerous historical and bus

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