Record Nr. UNINA9910464831803321 Engineering innovative products: a practical experience / / edited by **Titolo** Roger Woods, [and three others] Pubbl/distr/stampa Chichester, England:,: Wiley,, 2014 ©2014 **ISBN** 1-118-75769-6 1-118-75772-6 Descrizione fisica 1 online resource (291 p.) Disciplina 658.5/75 Soggetti New products Marketing Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Includes bibliographical references at the end of each chapters and Nota di bibliografia index. Nota di contenuto Cover; Title Page; Copyright; Contents; List of Contributors; Foreword; Preface; List of Abbreviations; Chapter 1 Introduction; 1.1 Introduction; 1.2 Importance of SMEs; 1.3 Inspiring Innovation for Engineers; 1.4 Rationale; 1.5 Focus; 1.6 Processes and Organization of Course; 1.7 Breakdown of Book Material; References; Chapter 2 Idea Generation, Filtering and Development: 2.1 Introduction: 2.2 Timeline: 2.3 Team Structure; 2.3.1 Team-Working Theory; 2.3.2 Team Roles; 2.4 Idea Generation; 2.4.1 Mentor Role; 2.4.2 Role of the Team; 2.4.3 Role of the Individual: 2.4.4 Imitation 2.5 To Filter or Not2.5.1 Already Exists; 2.5.2 Market Issues; 2.5.3 Technically Too Difficult; 2.5.4 Beyond Expertise; 2.5.5 Difficult to Pitch: 2.5.6 No Potential for Future Development: 2.6 Idea Incubation and Development; 2.7 Conclusions; References; Chapter 3 The Ideal Pitch; 3.1 Introduction; 3.2 Business Pitch; 3.2.1 CONNECT Springboard; 3.2.2 Pitch Outline; 3.3 Case Studies; 3.3.1 MVR; 3.3.2 Nutrifit; 3.3.3 Noctua; 3.4 Pain and Solution; 3.5 Value Proposition and Technology; 3.6 Market and Competition; 3.7 Company Traction and

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Sommario/riassunto

"The book provides vital insights into commercial development for engineering students in a highly practical and applied manner. Over the past 3 years, application of the book's material has allowed the students to develop their commercial literacy and ambition in the University."-Steve Orr, Director, Northern Ireland Science Park CONNECT program which looks to accelerate the growth of knowledge-based