



Start-up Nation: The Story of Israel's Economic Miracle

By Dan Senor, Saul Singer

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START-UP NATION addresses the trillion dollar question: How is it that Israel-- a country of 7.1 million, only 60 years old, surrounded by enemies, in a constant state of war since its founding, with no natural resources-- produces more start-up companies than large, peaceful, and stable nations like Japan, China, India, Korea, Canada and the UK?

With the savvy of foreign policy insiders, Senor and Singer examine the lessons of the country's adversity-driven culture, which flattens hierarchy and elevates informality-- all backed up by government policies focused on innovation. In a world where economies as diverse as Ireland, Singapore and Dubai have tried to re-create the "Israel effect", there are entrepreneurial lessons well worth noting. As America reboots its own economy and can-do spirit, there's never been a better time to look at this remarkable and resilient nation for some impressive, surprising clues.

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Start-up Nation: The Story of Israel's Economic Miracle By Dan Senor, Saul Singer Bibliography

- Sales Rank: #291142 in Books
- Brand: Singer, Saul/ Senor, Dan
- Published on: 2009-11-04
- Original language: English
- Number of items: 1
- Dimensions: 9.50" h x 1.00" w x 6.38" l,
- Binding: Hardcover
- 320 pages

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Editorial Review

From Publishers Weekly

Hampered by an Arab nation boycott that makes regional trade impossible and endowed with precious little by way of natural resources, Israel has beaten the odds to become a major player in the global business world, especially in the technology sector. With the highest number of startups per capita of any nation in the world and massive venture capital investment, Israel is one of the world's entrepreneurship hubs. Senor, senior fellow at the Council on Foreign Relations, and Singer (*Confronting Jihad*) track Israel's economic prowess using a number of factors, including the social networks and leadership training provided by Israel's mandatory military and reserve service, a culture of critique fostered by centuries of Jewish tradition and an open immigration policy for Jews that continually restocks Israel's population with motivated people from around the world—all of which foster a business climate in which risk is embraced and good ideas are given a chance to grow. The authors ground their analysis in case studies and interviews with some of Israel's most brilliant innovators to make this a rich and insightful read not just for business leaders and policy makers but for anyone curious about contemporary Israeli culture. (Nov.)

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Review

"There is a great deal for America to learn from the very impressive Israeli entrepreneurial model... START-UP NATION is a playbook for every CEO who wants to develop the next generation of corporate leaders."

Tom Brokaw, special correspondent for NBC News, and bestselling author of The Greatest Generation

"In the midst of the chaos of the Middle East, there's a remarkable story of innovation. START-UP NATION is... a timely book and a much-needed celebration of the entrepreneurial spirit."

Meg Whitman, former CEO of eBay

"Senor and Singer's experience[s]...come to life in their illuminating, timely, and often surprising analysis."

George Stephanopoulos, anchor of ABC's "This Week"

"No one else, in my judgment, has written regularly about Israel in recent years with more clarity than Singer."**William Kristol, Editor of The Weekly Standard**

"An edifying, cogent report."

Kirkus

"A rich and insightful read."

Publishers Weekly

"Saul Singer's *Confronting Jihad* should be mandatory reading for anyone, layman or expert, interested in the real Middle East."**Michael Oren, historian and bestselling author of "Six Days of War"**

About the Author

Dan Senor, Adjunct Senior Fellow for Middle East Studies at the Council on Foreign Relations, has been on the front lines of policy, politics, and business in the Middle East. As a senior foreign policy advisor to the U.S. Government, he was one of the longest-serving civilian officials in Iraq. He has also served in Qatar and studied in Israel. Senor's pieces are frequently published by *The Wall Street Journal*.

Saul Singer lives in Israel and is a columnist for *The Times of Israel* and an adjunct senior fellow at the Israel Democracy Institute. Before moving to Jerusalem he served as an adviser in the U.S. Congress to the House Foreign Affairs and Senate Banking Committees. He was an editor at the *Jerusalem Post* and has written for the *Wall Street Journal* and *Newsweek*.

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Jamie Brewer:

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