



Kenneth P. Morse

- Serial Entrepreneur
- Visiting Professor, ESADE Business School
- Chair in Entrepreneurship, Innovation and Competitiveness, Delft University of Technology
- Founding Managing Director, (1996 - 2009) MIT Entrepreneurship Center
- Chairman & CEO, Entrepreneurship Ventures Inc.
- Member, Telefónica Disruptive Council
- National Advisory Council on Innovation & Entrepreneurship (USA)
- Member, Citi SFS Advisory Board
- MassChallenge, Board of Advisors
- Commercialisation Advisor, Scottish Enterprise
- New Zealand GNS Science, External Expert Panel
- Commercialization Advisor, Dynasil Corporation
- Bachelor of Science, MIT
- MBA, HBS

Ken has been a high performance leader in global high tech sales and sales management for 35+ years.

... "Ken has spent a lot of years doing the exact same thing we're all trying to do - taking companies global. A lot of brochures make the content sound good but fail to deliver - Ken delivers!"

- Mike Dennehy, CEO, Vision Software, Mount Maunganui, New Zealand

... "Ken Morse is a charismatic man. I learned a lot from him - also intuitively."

- Christian Dittrich, Step Ahead AG

Track Record

Ken Morse was a co-founder of six high-tech companies, together with MIT friends and classmates. Five of these ventures had successful IPOs or mergers; one was a disaster. They included 3Com Corporation, Aspen Technology, Inc., a China Trade Company, a biotech venture, and an expert systems company. Ken was either the CEO or responsible for part or all of the Sales organization in each of these new enterprises. During his 4+ years as Managing Director of AspenTech (AZPN) Europe SA/NV, Ken's team achieved 18 consecutive quarters of on-target sales performance by building close strategic relationships with the leading chemical and pharma companies throughout Europe and Saudi Arabia. He grew the AspenTech EMEA organization from 22 to 200+ employees with basically zero staff turnover, and expanded sales revenue 600% - 900% with key client relationships.

In the thirteen years (1996 - 2009) that Ken served as Founding Managing Director of the MIT Entrepreneurship Center, the number of students taking Entrepreneurship Courses increased from 220 to 1,600 per year while the number of professors grew from 3 to over 36. He conceived and led the weeklong MIT Entrepreneurship Development Program, which over the past ten years trained more than 1,000 global entrepreneurs in an intensive on campus executive education program. Ken was named "Education All Star" by "Mass High Tech" magazine, and was a member of the MIT Enterprise Forum Global Board (2009 - 2011).

Currently, Ken is Visiting Professor at the ESADE Business School in Barcelona and holds a Chair in Entrepreneurship, Innovation and Competitiveness at the Delft University of Technology in The Netherlands. Ken also serves on the National Advisory Council on Innovation and Entrepreneurship of President Obama (Washington) which recently launched "Startup America" among other initiatives. He is also a member of the Council on Foreign Relations (New York City).

Ken's interest in international high tech ventures began at MIT, where he graduated with a BS in Political Science in 1968 followed in 1972 with an MBA from Harvard Business School. Upon graduation, he joined Schroders, the UK-based merchant bank, where he worked directly for Jim Wolfensohn, former President of the World Bank.

In 1975 Ken formed a trading advisory company under the aegis of Chase Manhattan Bank to assist U.S. technology-based companies such as IBM, General Motors, Gillette, Hughes Aircraft, Mine Safety Appliances, Waters Associates, and others to enter the China market. Ken was based in Beijing for five years during the latter half of the Cultural Revolution. Since returning to the US in 1980 when he joined in founding 3Com Corporation, he has focused on building global technology-based businesses.

Entrepreneurship Ventures convenes an experienced team of practitioners to deliver Entrepreneurial Skills Development workshops in Québec, Europe (Spain, Scotland, Ireland, Romania, Turkey, Norway), and Lebanon, Jordan, Saudi Arabia, Syria, UAE, Pakistan and New Zealand.

In the US, Ken is a Commercialization Advisor to Dynasil Corporation, serves on Citibank's SFS Advisory Board and is on the Board of Advisors of MassChallenge. He also advises several MIT Spin-offs including Cogito, FloDesign Sonics Inc., HubSpot Internet Marketing, Cambrian Innovation, and Terrafugia.

Elsewhere, Ken is a member of Telefónica Disruptive Council, the New Zealand GNS Science External Expert Panel, and is a Commercialisation Advisor to Scottish Enterprise. He serves on the Board of Advisors of several ambitious global start-ups, including Denkwerk GmbH in Germany; Zylinc A/S in Denmark; Izon Science Ltd in New Zealand; Naseeb Networks and Sofizar in Pakistan, and Fiabee, Indisys, peerTransfer, and Invenio in Spain.

Ken speaks fluent French and some Chinese. He is a member of the Cercle Royal Gaulois Artistique & Littéraire in Brussels. When he is not helping young companies to succeed, Ken enjoys sailing his 50-year old wooden boat with his family around Cape Cod.