



**Graduate Seminar (EEL 6936)**  
**Department of Electrical Engineering**  
**[http://ee.eng.usf.edu/Grad\\_Seminar](http://ee.eng.usf.edu/Grad_Seminar)**

**Gabriel Saffold**  
President Scytale Group

Friday, October 16, 2015, 3:45-4:30 p.m.  
Engineering Building II (ENB) Room 109

## **Getting Started in Entrepreneurship**

### **Abstract**

Getting started in entrepreneurship is, arguably, the most difficult part of entrepreneurship. The entrepreneur perceives an opportunity and often exhibits biases in taking the decision to exploit the opportunity. The exploitation of entrepreneurial opportunities includes design actions to develop a business plan, acquire the human, financial and other required resources, and to be responsible for its success or failure. This brief talk will survey how to have an idea, even if you think you already have one, how to evaluate your idea, develop a strategy, acquire funding, and launch your concept. We'll focus on technical entrepreneurship, and broadly discuss about other concepts. Entrepreneurship is as varied as human creativity allows; so, the talk will involve a lot of healthy discussions with the crowd.

### **Biography**



Gabe Saffold is currently the President of Scytale Group, a real estate investment firm. He also serves on the Board of Directors of a local non-profit and advises student companies and staff of the USF Student Innovation Incubator. After earning a BS in Electrical Engineering, Gabe became an intelligence officer. After several years in special operations intelligence, he provided operational expertise and targeting support to the Counter-electronic High Power Microwave Advanced Missile Project (CHAMP). He was also the program manager of a ground based counter-electronic high power microwave weapon system developed at the Air Force Research Laboratory, Directed Energy Directorate. Gabe holds degrees in Biblical Studies, Electrical Engineering, Strategic Intelligence, and Entrepreneurship in Applied Technologies. He is an Electrical Engineering PhD student at USF.