#### **ADVANCE PRAISE**

"Gupta, George, and Fewer have written a bold, exciting, and surprisingly optimistic book. Steering clear of the usual cliches about how business can either destroy or remake society, they show clearly and realistically that firms and entrepreneurs can work effectively, profitably, and purposefully with government. The book will rekindle for many a sense of progress, and even of hope."

Deborah Spar, Senior Associate Dean,
 Harvard Business School,
 Business in Global Society (BiGS)

"Venture Meets Mission highlights one of the key superpowers of democracies: mission-driven entrepreneurship. The authors paint a compelling picture of the future, one in which ventures and government can work together for national security and economic prosperity. This book is a must-read for anyone looking to merge their patriotism and purpose with profit."

—Michael McFaul, former US Ambassador to Russia;Director, Freeman Spogli Institute, Stanford

"The world is changing fast, and we need leaders who can adapt and innovate. *Venture Meets Mission* is an inspiring guide for the next generation of government officials and entrepreneurs. Rep. Mike Gallagher and I have worked across the aisle to bring the best ideas from Silicon Valley to Congress. This book is perfect for anyone who wants to make a difference and solve the most pressing problems of our time."

—Ro Khanna, United States Representative from California's 17th District

"The authors of *Venture Meets Mission* provide an inspiring roadmap for how we can rebuild trust among society, business, and government. It's the only way to address the big critical problems like climate change, food insecurity, and education. As someone who has worked on national security issues for over two decades, inspiring people to work on this generational opportunity is more important to me now than ever."

—Will Hurd, Former US Representative from Texas's 23rd District

"A wake-up call for early-, mid-, and late-career professionals to seek purpose of action. As the conflict in Ukraine shows, effective coordination between entrepreneurs and government can greatly contribute to society AND enhance our national security."

—Lisa Disbrow, 25th Under Secretary of the Air Force

"I've launched eight Silicon Valley tech companies, but I've never done work more personally rewarding than helping NSF, NIH, DoD, and other government agencies learn how to innovate rapidly. *Venture Meets Mission* shows you how you can make the biggest difference, and have the most fulfilling years of your career, by serving your country at the intersection of technology, innovation, venture capital, and government."

-Steve Blank, Entrepreneur and Author of The Lean Startup

"Meeting societal challenges requires massive inflows of capital to improve our collective future. This book details how entrepreneurial ventures funded by private capital can combine profit with purpose. Venture capitalists can collaborate with government and other actors to bring amazing solutions to market in education, climate, agriculture, and other critical sectors."

-Maya Chorengel, Co-Managing Partner, The Rise Fund, TPG

"Venture Meets Mission brings to life two powerful ideas: how to infuse a business with an inspiring mission and how working with the government can help businesses profitably achieve their mission. It is a great read for anyone thinking about working with the government to build their business while contributing to the public good."

—Charles Rossotti, Senior Advisor at The Carlyle Group, CEO, American Management Systems, and former US Commissioner of IRS

"This book presents a simple but powerful message for anyone in my generation looking for meaning in their work: rather than thinking about your career decisions as a series of tradeoffs between profit and purpose, look for mission opportunities where you can have the most catalytic impact. As someone now inspired to build an agricultural venture in East Africa between the government and the private sector, this book is a valuable resource.

—Shiro Wachira, Student in the Freeman Spogli Institute, Stanford, '23; Innovation Fellow at Unlock Aid



### **Venture Meets Mission**



## **VENTURE**

Aligning People, Purpose,

# **MEETS**

and Profit to Innovate

# MISSION

and Transform Society

ARUN GUPTA, GERARD GEORGE,

and

THOMAS J. FEWER

STANFORD BUSINESS BOOKS
An Imprint of Stanford University Press
Stanford, California

Stanford University Press Stanford, California

© 2024 by Arun Kumar Gupta, Gerard George, and Thomas John Fewer. All rights reserved.

No part of this book may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying and recording, or in any information storage or retrieval system, without the prior written permission of Stanford University Press.

Special discounts for bulk quantities of Stanford Business Books are available to corporations, professional associations, and other organizations. For details and discount information, contact the special sales department of Stanford University Press by emailing sales@www.sup.org.

Printed in the United States of America on acid-free, archival-quality paper

Cataloging-in-Publication Data available upon request. Library of Congress Control Number: 2023005165 ISBN: 9781503636286 (cloth), 9781503637276 (ebook)

Cover designer: Will Brown