

About the Author

Entrepreneurs Inside: Accelerating Business Growth with Corporate Entrepreneurs



Susan Foley is the founder of Corporate Entrepreneurs, LLC and the executive director, Research Centers at Babson Executive Education. Susan has spent the last 20 years helping *Fortune 1000* companies, professional services firms and entrepreneurial start-ups develop new businesses that have generated millions of dollars. She specializes in building new businesses with plans that are realistic and can be executed with precision.

Currently, Susan is responsible for building Babson College's applied research centers which focus on issues of working knowledge, process management, business innovation and talent leadership. The research centers are sponsored by *Fortune 500* companies dedicated to creating new knowledge and applying the "next best practices" within their own organizations.

As an experienced corporate entrepreneur, Susan understands the challenges of building an entrepreneurial environment for growth. It can be a daunting task. Reading about the theory of corporate entrepreneurship provides a solid foundation, but does not provide the essence of seeing the process through the eyes of corporate entrepreneurs. It doesn't matter what descriptor is used – corporate entrepreneurs, "intrapreneurs," mavericks, positive deviants, or business builders – they are the engines of growth.

Susan believes that many corporations do not fully understand the value of developing corporate entrepreneurship as a core competency. Her company, Corporate Entrepreneurs, LLC, was created to help change that. Recognizing that entrepreneurial leaders possess unique combinations of competencies that distinguish them from traditional leaders, she developed the Corporate Entrepreneur Profile™. Realizing too that many corporate entrepreneurs were leaving large corporations because they were not being challenged or given opportunities to leverage their skills, she wrote *Entrepreneurs Inside* to tell their story.

Prior to this, Susan was vice president of research services at Standard & Poor's and held senior positions with 3M, Hewlett-Packard, Digital Equipment, and Arthur D. Little. Susan graduated from Rochester Institute of Technology with a BS and MBA, received a postgraduate degree in Health Administration from Simmons Graduate School and attended the Executive Management Training Program at INSEAD.

Susan is a member of The Boston Club, Distinguished Leaders Series, the Cambridge Chamber of Commerce, High Tech and Science Committee, and is a Certified Hospice Volunteer. She resides in Boston.