TIM 80C Thursday May 25 lecture 16

1. When will teams present…
2. End game for a start-up
3. Career considerations – start-up vs. established organization
4. Roadmap for the rest of the quarter
5. Team meeting time
6. In class Team Presentation days are:

Tues June 6: Teams 2, 3, 4, 5, 6, 9, 11, 12

Thu, June 8: Teams 1, 7, 8, 10, 13, 14, 15, 16

The order in which you will present will be randomly selected on those days, so you could go first!

(2) End Game for a Successful Start-up

1. Become a publicly traded company. This occurs through an Initial Public Offering (IPO).

Advantage to the company: it keeps its independence and has access to the trillion-dollar securities market.

Disadvantage: the company is now controlled by a board of directors elected by and representing the shareholders (people who own the stock)

1. Remain a private company
   1. Advantage: founders retain more control
   2. Disadvantage – less funding available
2. Get acquired by a large company

(Google, Apple, LinkedIn, IBM, GE)

* 1. Advantage: new opportunities in the much larger company; equity pay-out
  2. Disadvantage: loss of independence of the company

(3) Career Considerations: start-up vs. “other”

- evaluate the options you have (not the hypotheticals)

1. How much personal risk are you willing/able to take on.
   1. Start up: lower salary, worse benefits, could fail (no equity pay-out)
2. How do you perform in a less structured environment?
   1. Start-up – work progress on a minimally-structured challenge is hard to gauge. (Use structured problem solving!)
   2. Start-up: opportunity to be involved widely, and be close to major decisions.
3. How does one experience career growth?
   1. Attrition (slowest)
   2. Expansion (new opportunities)
   3. Get noticed and promoted
   4. Take a new job
   5. Start something yourself and grow with it.

Where to find start-up opportunities.

1. Noticing unmet needs in whatever you are doing.
2. Santa Cruz New Tech Meet-Up (1st Wednesday of the month in downtown Santa Cruz). Lots of “Meet-Ups” occur on many topics.
3. Hackathons
   1. Show up – make contacts – follow up.

(4) Roadmap for the rest of the quarter

Tuesday: Guest speaker: Paul Vrooman

Paul went from entrepreneur to VC in the semiconductor industry. Now finishing his PhD in TIM – equity-based crowd funding

Thursday is the final lecture.

Week 10 - student group presentations:

Final Exam: Monday, June 12, 8-11 am.