

“A startup is a temporary organization designed to search for a repeatable and scalable business model.”
- Steve Blank

BUILDING YOUR STARTUP : While you focus on the search phase of your startup, ensure that you’re learning skills that help you stay through the build and the execution of your company. Build a team that complements your skills and personality.

Keynote Lecture Notes:

Impact Question: What will you do differently as a result of what you’ve learned from this module?

Questions for you, the entrepreneur

1. What skills (sales, marketing, finance, manufacturing) do I lack?
2. How can I acquire these skills so I can stay with my company through the build and execution phase.
3. Do I want to stay with my company through these phases?
4. What skills and personality traits do I need to add to my team?

Questions for your team, advisors, mentors

1. What complimentary skills do I bring to the table?
2. How can I help our team develop the skills and knowledge necessary to grow with the startup?

Additional Resources from www.KauffmanFoundersSchool.org

Readings

Notes:

Founder Genius

Notes:

Other Related

Notes:

Tools

Notes: