



Lecture 7: Team Formation

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AITI Entrepreneurship Component

Team Formation

- Final teams: end of this week!
- **You choose your team**
- Think about who you want to work with
- *Not your best friends!*
- Don't be offended if your best friend works with someone else
- We trust you to form awesome teams

This week

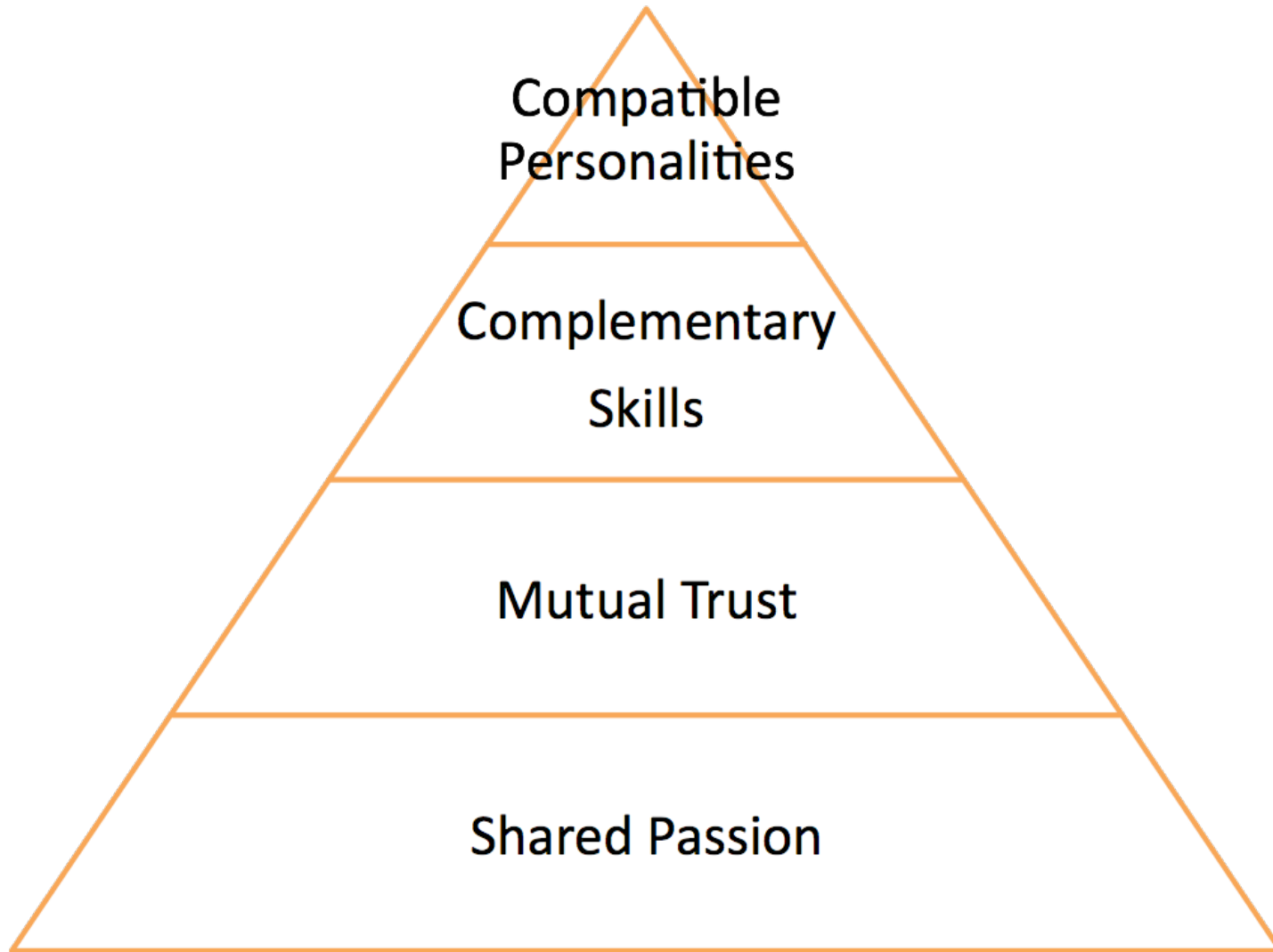
- More opportunities to find potential teammates
- Start thinking about
 - Who you want to work with...
 - ... and who you don't!
 - What role do you want in a team?
 - What role do you not want?
 - What ideas/opportunities in mobile apps excite you?

Team Formation:
not just about you!

(there is no “I” in team)

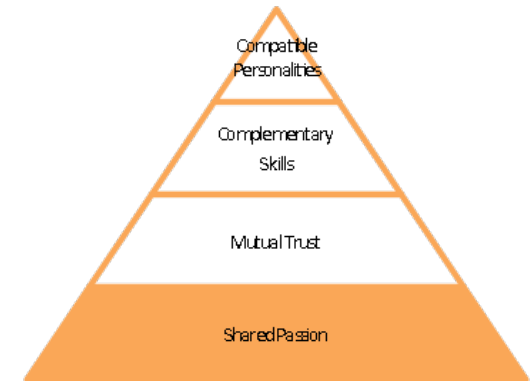
What should you consider when selecting a co-founder?

Startup Teams



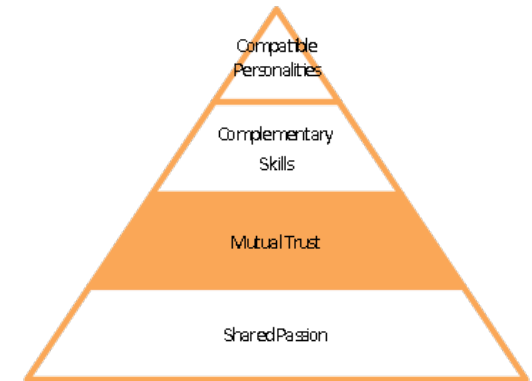
Shared Passion

- Do you share a passion for the same problem?
- Will you both be committed to solving the problem?
- Even when times are bad?



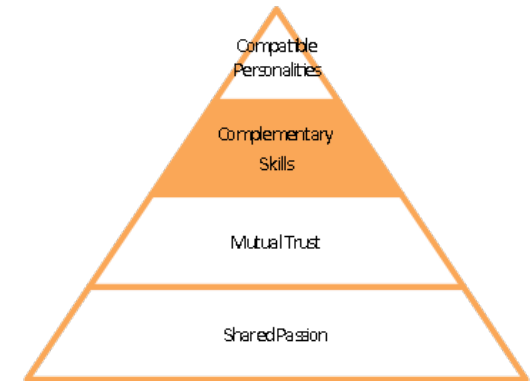
Mutual Trust

- Something **will** go wrong!
- Situations, things, **people change...**
- You need to find someone you trust
 - Will they be loyal?
 - Will they be persistent?
 - Will they be fair?
 - Will they be honest?
 - Will they respect you? Will you respect them?
 - Will they help you be better?
- Believe in your instincts

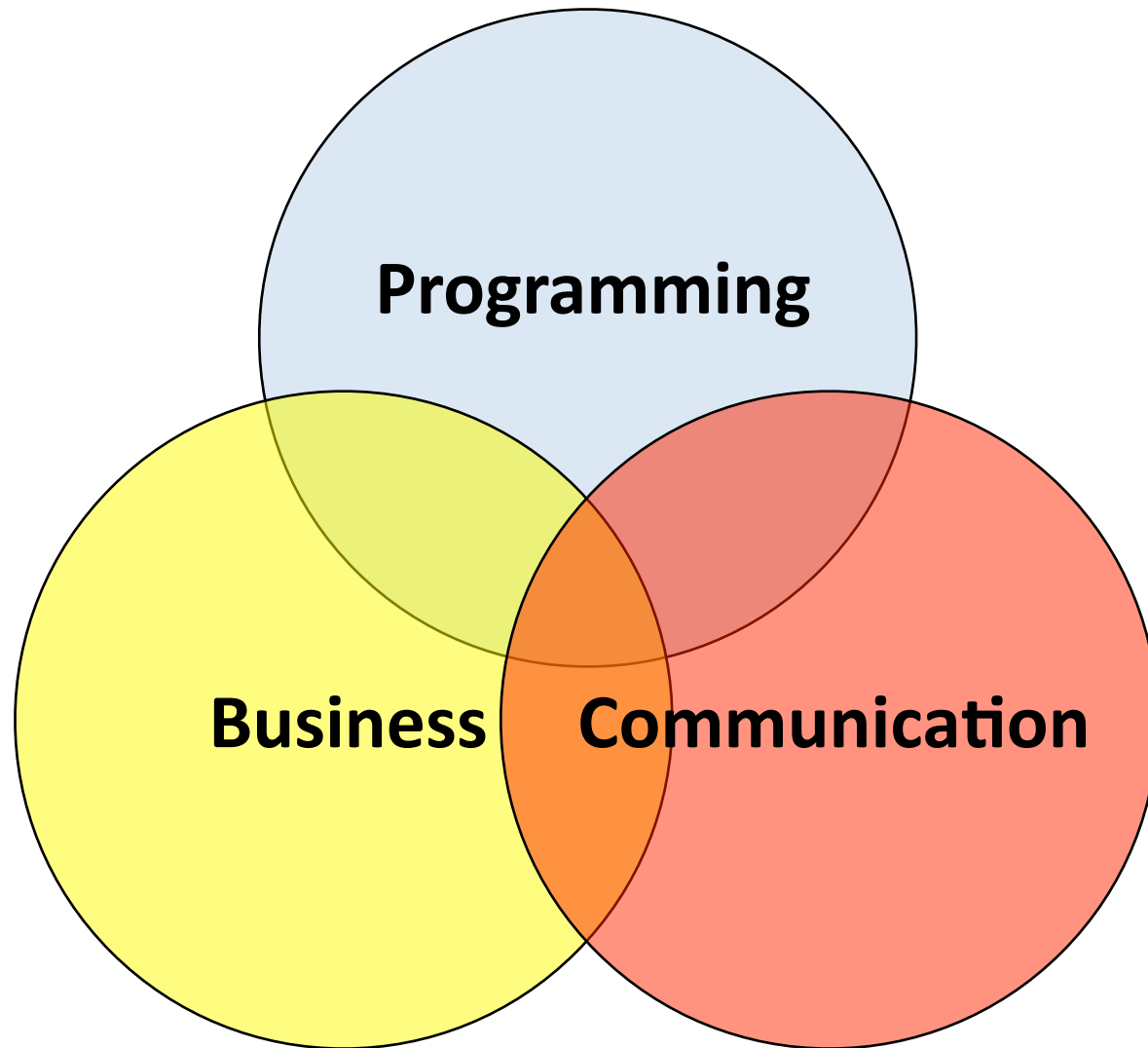


Complementary Skills

- Teammates complement your skills
- Fill in your gaps
- Work together to become more
 - Symbolically: $1 + 1 + 1 = 5$

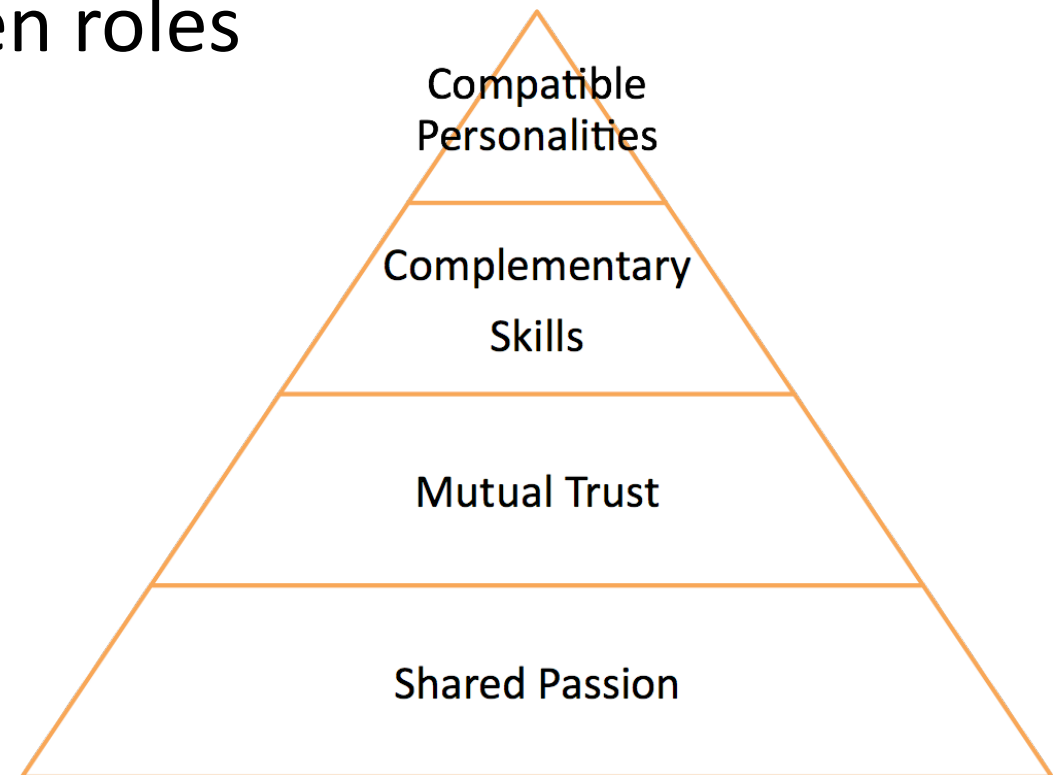


Areas of Expertise



Roles

- One person will not do every job!
- *Specialization*
- Be very clear on your team who does what jobs
- Some overlap between roles

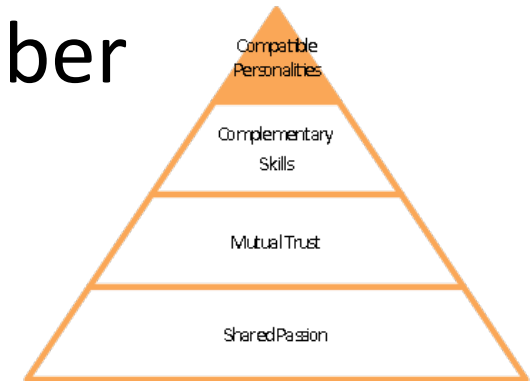


Roles

- Do you have people for every role?
 - Who will coordinate building product? **VP Engineering**
 - Who will coordinate attracting investors? **VP Finance**
 - Who will understand & sell to customers? **VP Marketing**
 - Who will attract & recruit new employees? **VP People**
 - Who will maintain the passion & organize overall? **CEO**

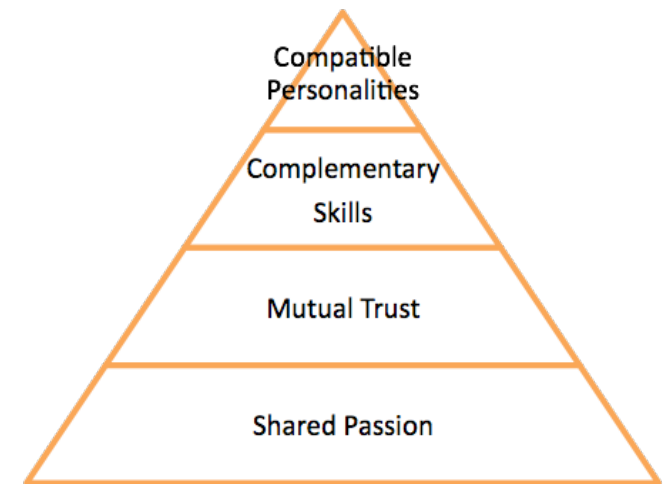
Compatible Personalities

- Must get along with each team member
- **Not** necessarily your best friend
- Someone with whom you can...
 - Feel energized
 - **Have fun** and laugh
 - Spend 2-3hrs of free time?
 - Be comfortable openly disagreeing?
 - Be comfortable if they disagree with you?
 - Feel comfortable **reaching compromises?**



Form Teams by Friday

- You have until Friday afternoon to find your co-founders
- 4-5 people per team
- Use the pyramid framework
- Each team must submit a contract
- Everyone must join a team to continue the course
- This is not a simulation. These will be your real teams!
- Choose carefully. This is the most critical decision you will make!



Team Contract

- **Our team members are:**
 - 1.
 - 2.
 - 3.
 - ...
- **We are all passionate about and committed to solving the problem of _____.**
- **We all mutually trust and respect each other.**
- **We have complementary skills and each agree to lead the following roles:**
 - CEO: _____
 - VP Engineering: _____
 - VP Finance: _____
 - VP Marketing: _____
 - VP People: _____
 - (Everyone must have a role. No more than two roles per person.)
- **We feel comfortable sharing our ideas and voicing our opinions.**
- **We think we will have fun working together!**

