

the ☕ on working for startups

Description

If you're curious about what's beyond big tech, frustrated with academia, or just excited to dive into unique niches, this one's for you.

Here's the tea. Among companies, startups can be found solving fascinating problems, with fascinating people. Companies like Stripe power money on the internet, Bowery Farming is hacking vertical farming, and SpaceX is headed into orbit. There is no shortage of opportunities, but how can you find, evaluate, and apply to quality ones that suit you? From sourcing companies to vetting teams to interviewing, this workshop is a comprehensive speed-run of the best tips to help you.

Learning Outcomes

After this workshop, you'll be able to:

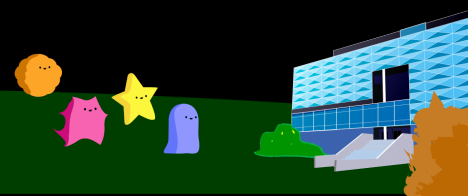
- Suss out whether or not a company is the real deal
- Identify characteristics of companies at different fundraising stages
- Find personality role fit
- Source cool companies to work for
- Field inspiration for making your application stand out

Prerequisite Knowledge

None! Beginners welcome - just come with open ears and questions!

Jargon and Definitions

- **Start-up:** A startup is a company in the first stage of its operations, often being financed by its entrepreneurial founders during the initial starting period.
- **Venture Capital:** Funding provided to smaller companies, typically startups, that are usually smaller, higher in risk
- **Term Sheet:** A bullet-point document outlining the material terms and conditions of a potential business agreement
- **Vertical:** A term used to describe a specific industry or market that focuses on a particular niche. Verticals include trucking, real estate, consumer social, etc.

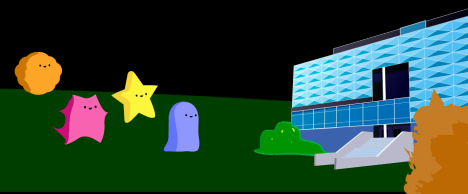


Timeline (~1 hour)

Time	Module	Description
5 mins	Introduction	How we sourced this intel! Definitions, scope of workshop
5 mins	A Basic Decision Framework™	A way to narrow what field, technology, and role you want. Finding personality fit with potential role, initial vibe checks.
5 mins	Fundraising stages	The unsaid characteristics about companies at different stages
5 mins	Finding companies	Helpful sites, lowkey fellowships, VC portfolios
5 mins	Evaluating the company	How to use Crunchbase and Dealroom, questions to ask about the team, product, and market. What culture fit actually means
5 mins	Shooting your shot	Timelines based on company size, getting referrals, warm intros, applications that stand out
5 mins	Interviewing	Types of interviews, considerations before accepting offers, negotiating compensation
5 mins	Making it work	Good habits, common pitfalls
15 min	Questions	Answering your questions

Workshop Lead Contact

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Additional Resources

Hack the North Resources

[Hack the North 2022 Event Schedule](#)

Check this out to stay up-to-date on activities, workshops, and other key happenings this weekend.

Workshop-Specific Resources

A more extensive list will be shared at the end of the workshop. In the interim, enjoy these links!

Job Search

[Trailblazer List](#) - List of pretty cool companies, sorted by vertical

[Startup Search](#) - Compilations of vetted startups and associated openings for primarily engineering, product, bizops, design, and analyst roles. Lots of other helpful resources like their [compensation guide](#) and [questions to ask before accepting offers](#)

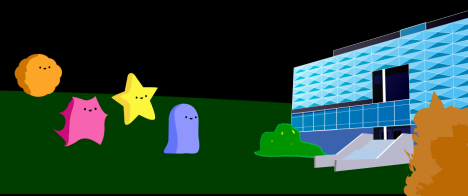
[Equity Negotiation](#) - A guide about how startup compensation works, and how to game it to get the salary you deserve.

[Adapting to Company Culture](#) - A nicely compiled list of startup -isms. Gives a quick overview of how company culture may be different than conventional companies.

Cool People

[Brie Wolfson](#) - Previously at Stripe and Figma. An excellent writer with a fun personal website. Doesn't just write about startups, but does a great job when she does

[Paul Graham](#) - We hesitate to recommend Paul's essays because they are so central to whatever startup culture that exists (almost to a memeable extent), but it's one of those things that are popular because they are good.



[Reboot](#) - A collective of techno-optimistic young people, critically writing about and working on tech adjacent things. A natural extension of “tech for social good”, if that’s where your interests lie.

