

Master of Science in Technology Ventures Summer Start-Up Experience Internship – Overview

During the summer term, MSTV students will work with leading start-ups to get the behind the scenes look of developing new ventures and early growth of new companies.

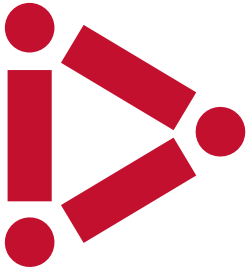
This is not a traditional summer internship. This experience is designed to expose students to the environment of the company and new ventures, which means projects and tasks throughout the summer term could vary greatly across students. Students won't be another pair of hands for the company, but rather they are to gain exposure to business operations throughout the summer.

Summer Start-Up Experience Internship – Expectations

The Internship Is...

The summer startup internship is an experiential academic activity in which a student has intentional learning goals/objectives with measurable outcomes to support their learning in subsequent MSTV classes in the business management courses. A journal will be kept and be the source for a summary paper at the end of internship. The learning goals/objectives may include:

- **Academic Learning:** the student develops an understanding of the startup environment or the criteria used to select/fund startup organizations. The student may apply engineering domain knowledge learned in the first two terms of MSTV to a professional work environment depending on the business chosen. The student develops questions and is better equipped to derive value from the last two terms.



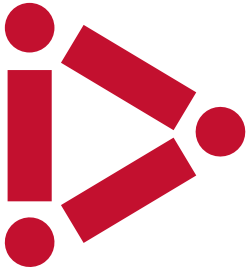
- **Professional Development:** the student may explore a specific field of interest, expand his or her professional network, or work in new domains and gain an understanding of the activities involved in new business creation.
- **Skill Development:** the student gains an understanding of the transferable skills and knowledge required for success in an entrepreneurial or new business creation environment and integrates those skills in their academic learning.
- **Personal Development:** the student gains decision-making skills, self-confidence, business savvy, ethics, and teamwork capabilities for success in an entrepreneurial environment.

The internship is designed as an exchange. The student will complete work and/or activities that will benefit the host organization and in return is offered the opportunity to learn new skills, expand his or her knowledge in entrepreneurial endeavors and explore new concepts. Sponsors offer internships for many reasons. They see student interns as fruitful and desired resources with which they can accomplish projects not otherwise possible. They believe MSTV interns bring enthusiasm and new ideas into their work settings and make strong contributions through questions, actions and deliverables. Just as importantly, our sponsors feel an increasing commitment to CMU education and want to help guide students to assume responsible roles and contributions in society.

The Internship Is Not...

During the MSTV internship search, it is recommended that students maintain realistic expectations in regard to their startup internship experience. Keep in mind the following outcomes might not happen throughout your internship experience:

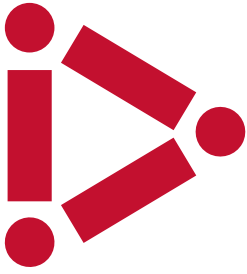




- **A Guaranteed Job Offer:** Although some interns are offered part-time or full-time employment as a result of contacts they make during these experiential internships, there is no guarantee that an internship will result in a job. The best way for students to gain career and job advantages during this internship is by building information and referral networks.
- **A “Go-fer” Position:** A fine balance must be cultivated between ensuring that the student has a meaningful learning experience and addresses the completion of responsibilities involved in all positions and projects. A good rule of thumb would be that 60% of the internship responsibilities are professional deliverables and 40% of the internship responsibilities are learning experiences through interactions with management, founders, stakeholders, and customers.
- **An Easy Grade:** A sponsor expects an intern to be a contributing member to the organization, just like an employee. Most students report working just as hard with an MSTV internship position as they do for their academic courses.
- **Time to Act Like a Resident Expert:** Most students do not have the time, expertise, or knowledge of the entrepreneurial organization to tackle self-initiated projects. This is an opportunity to create and/or test prior learning in a humble and tactful way. The student is not expected to be the expert in the startup’s activities but rather to focus knowledge in the domain of their expertise and learn the actions of creating new business solutions.

Finally, remember that the number one priority as a student is to get a good education. This internship program was designed with this primary purpose in mind. All have the fundamental goal of paving the student’s





road toward personal growth and a productive career. If you take practical learning opportunities seriously and do your part to help yourself, you will benefit in many ways, especially at graduation time. It is up to you.

Start-Up Internship Experience: Fast Facts

Where is my internship located?

It is preferred to work for start-up opportunities in Silicon Valley/San Francisco. Students can look for opportunities outside of the region as well.

How do I connect with start-ups?

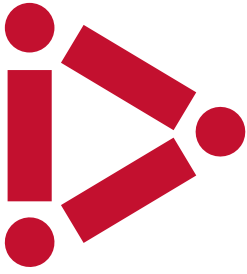
The III will provide a list of start-up/new venture opportunities for students to apply to and to network with in the fall term.

Students can also explore opportunities outside of the provided list. If exploring companies on your own, please connect them with Sheryl Root, sheryl.root@sv.cmu.edu, for her to interview and review the company to make sure it is a strong experience as part of your degree.

How do I prepare for the Start-Up Experience Internship search?

The III will provide you with a resume template during the summer term and ask all students to submit an updated resume following the template by September 15th. We will compile a Resume Book to promote your internship search.

You can also spend time researching companies on the III recommended list and looking for other forward thinking/start-up companies that you would enjoy working for to help in the search process.



How do Careers Services at CMU support in my internship search?

As students based in Pittsburgh, you will connect with the Career & Professional Development Center for advice on your resume, cover letter and preparation for upcoming interviews.

We recommend all students schedule mock interviews with the CDPC team to prepare for their summer internship interviews. The mock-interviews appointments can be scheduled in Handshake.

When you relocate to the Silicon Valley campus, you will have additional Career Services support for your full-time job search and networking.

When should I find my summer internship?

Companies will start interviewing students throughout the fall and spring term. The III list of recommended companies will indicate deadlines for student applications. Completing applications by the noted timeline is critical.

We advise all students to have an offer confirmed and in writing by April 1st.

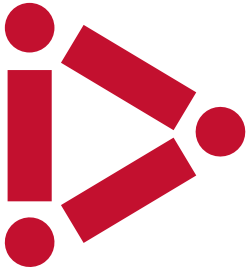
What size/type of company is a “start-up”?

Start-ups come in a variety of shapes and sizes throughout the country. At the III, a start-up experience internship is defined as a place where new business is being created and the company is forward thinking.

- Examples companies and lifecycle stages:
 - GoogleX/Tesla – Forward Thinking Larger Companies
 - Mid-size Start-Up – Looking for Growth and Funding
 - Early Stage Start-Up – It’s just the beginning!

If exploring companies outside of the III provided list, all positions and company placement needs to be approved by Program Director.





Will my internship experience require my specific technical engineering background?

The recommended list of companies will provide a variety of start-up experiences. The summer experience is designed to expose you to aspects within the start-up business environment. Some aspects may embrace your technical background, while others might help you learn new skills as part of your degree.

Is the Summer Start-Up Experience Internship paid?

You are eligible to receive a salary/hourly wage/stipend directly from the employer during the summer experience. While we encourage compensation for our students, it is not required of start-up company.

How does the Start-Up Experience Internship connect with my MSTV degree?

You will register for 3-units of coursework during the summer term and connect with Sheryl Root, Program Director, weekly during the summer to discuss what you are learning and experiencing with the start-up. You will also be required to submit a reflection paper at the end of the summer highlighting what you have learned from the start-up and what you look forward to during the fall and spring terms in Silicon Valley.

Your Start-Up Experience Internship will be the framework for your courses in Silicon Valley during the last two semesters of the degree. It will provide you with real-world examples to bring into the classroom.