

FOUNDER PATH FP

RC FALL

Learn about your HBS resources:

- Entrepreneurship Day
- Rock and i-lab newsletters
- Startup Bootcamp info session
- New Venture Competition Kickoff
- Rock Summer Fellowship program information session
- i-lab information session
- Explore HBS Startup Guide for Tools and How To's

Plug into the entrepreneurship community:

- Join an HBS club (E-ship/Tech) during Club Fair.

Is becoming a founder right for me?

- Meet with Career & Professional Development (CPD) entrepreneurship coach
- Attend Rock/CPD founder panel

JANUARY TERM

Learn how to start a new venture and accelerate your progress—participate in **Startup Bootcamp**.

Take the **Startup Toolkit Short Intensive Program (SIP)**.

Learn how to research business models, market sizes, and competitors by meeting with a Research Consultant at Baker Library—anytime.

Throughout your Founder Path, get feedback on your idea, testing plan, business model, and more from experienced entrepreneurs and VCs by meeting 1:1 with Rock Executive Fellows, Entrepreneurs-in-Residence (EIRs), Venture Capital Partners (VCPs), and Lawyers-in-Residence (LIRs).

RC SPRING

Pitch your startup for feedback and the opportunity to win prize money:

- New Venture Competition (NVC)
- President's Innovation Challenge

Build entrepreneurship and tech skills:

- Tech Club & CAML Club workshops/seminars
- Rock Center and i-lab workshops
- HBS course notes on the Harvard Business Publishing site
- The Entrepreneurial Manager (TEM)

Want to work on your idea over the summer? Apply to one or both of the following:

- Rock/SEI Summer Fellowship
- Student i-lab Membership

RC SUMMER

Work on your new venture:

- Rock Summer Fellowship program is a rigorous and practical program where you apply the skills you are learning to your own startup.

Excited about your idea and want to pursue it in your EC year:

- Apply for the Student i-lab Membership.

EC FALL

Accelerate your venture:

- Apply for the Blavatnik Fellowship for commercializing technology out of Harvard research center and hospitals.

Choose from 30+ EC Courses in Entrepreneurship, including those that allow you to work in class on your venture:

- Independent Project
- FIELD X (provides funding)
- Entrepreneurial Marketing (project)
- Startup Operations (provides funding)

Get pro bono legal support for your startup:

- Pitch to Harvard Law Entrepreneurship Project's (HLEP) program for free legal support.
- Lawyers-in-Residence
- Pitch to Harvard Transaction Law Clinic.

JANUARY TERM

Startup Toolkit Short Intensive Program (SIP)

Attend an Immersion Field Course to Israel, London, or Silicon Valley.

EC SPRING

Pitch your startup for feedback and the opportunity to win prize money:

- New Venture Competition (NVC)
- President's Innovation Challenge

Take more great EC courses (i.e. Entrepreneurial Sales)

Want to pursue your idea after HBS:

- Apply for Rock Center Loan Reduction for founders who have qualified HBS loans.

JOINER PATH JP

Learn about EC summer experiences at startups and as founders and VCs:

- Attend Rock Summer Fellows Wrap-Up to hear Entrepreneurial Stories from Rising ECs (provides funding).

What does a startup job search look like?

- Meet with a CPD career coach.
- Visit Baker Library for help with targeting startups.

Build relevant skills and experiences by joining:

- Startup Bootcamp team.
- HBS Clubs' workshops.
- Rock and i-lab workshops.

Meet with potential startups who might be hiring—Check out the Tech Club's plans for visiting startups over break via West Trek, NYC trek, and other locations.

Build your knowledge of the trends in different startup industries:

- Attend Tech, CAML, and E-ship club speaker series and conferences.
- Research at Baker Library (Research Consultants and Gather Research Databases).
- Attend Rock Summer Fellowship info session.

Participate in Startup Bootcamp.

Go on Tech Club Treks to visit startups, VCs, and tech companies in different hotspots (Tech Club, Health Care Club, Venture Capital & Private Equity Club).

Sign up for Startup Toolkit SIP.

Identify potential startup companies to target for your job search:

- Check out HBS Club job emails.

Attend Tech, CAML, and E-ship club speaker series and conferences to network with influencers and decision makers.

Apply as a Joiner to the Rock Summer Fellowship program.

Build entrepreneurship and tech skills:

- The Entrepreneurial Manager (TEM)

Attend "Entering StartUpLand" presentation with Jeff Bussgang.

Work at a startup and serve as a Rock Summer Fellow.

Take EC Courses to build startup skills and experience:

- Entrepreneurial Marketing (project)
- Launching Tech Ventures
- Founders' Journey
- Startup Operations

Get additional startup experience:

- Work on a project for a startup for credit through an Independent Project.

Attend Tech, CAML, and E-ship club speaker series and conferences to network with influencers and decision makers.

Connect with potential startups around post-school roles.

Develop target list of companies to research and prep for outreach.

Attend an Immersion Field Course to Israel, London, or Silicon Valley.

Take EC Courses to build startup skills and experience:

- Scaling Tech Ventures
- Making Markets
- Entrepreneurial Sales

Map out your startup search process and approach:

- CPD career coach
- Rock Center staff
- HBS professors

Attend "Entering StartUpLand" presentation with Jeff Bussgang.

Getting a job at a startup is a networked path and individual search. Throughout your time at HBS, use resources such as the Rock Center, VCPs, EIRs, Baker Library's Research Consultants, HBS Club Newsletters, and the many connections of HBS to global startup regions.

INVESTOR PATH IP

Join the VC Pathways Program to build skills needed to become an investor.

Learn about the role of a VC/Investor and recruiting approach. Meet with:

- Rock Venture Capital Partners
- CPD career coach

Build relevant startup experience to make you a better investor—join a Startup Bootcamp team.

Plug in to the Investor community—join the Venture Capital/Private Equity and Search Fund Clubs, VCs coming to campus, the VC/PE and search fund conference, and learn about VC treks.

Get additional investor experience:

- Apply for one of the campus Scout programs led by prominent VC firms (Dorm Room Fund, Rough Draft Ventures, Pear VC, Lightspeed, NFX, etc.)

Join a Startup Bootcamp team and get startup experience to help you become a better investor.

Participate in The Venture Capital and Private Equity Club Annual Conference.

Continue participating in the VC Pathways Program

Intern with a VC firm and serve as a Rock Summer Fellow.

Take EC Courses applicable to VC/Investing:

- Venture Capital and Private Equity
- Entrepreneurial Finance
- Private Equity Finance
- Financial Management of Small Firms
- Launching Technology Ventures
- Financial Management of Smaller Firms

Participate in The Venture Capital and Private Equity Club Annual Conference.

Attend an Immersion Field Course to Israel, London, or Silicon Valley.

Take EC Courses applicable to VC/Investing:

- Venture Capital Journey
- Scaling Technology Ventures
- Entrepreneurship through Acquisition
- Scaling Minority Businesses
- HBS Impact Investment Fund
- Sustainable Investing
- Entrepreneurial Finance

ENTREPRENEURIAL JOURNEY

Rock Center for Entrepreneurship

COMPETITIONS

NEW VENTURE COMPETITION is not just a competition, but also a chance to get feedback on your ideas at the earliest stages of your company. We encourage all students to participate and gain valuable insights from serial entrepreneurs, investors, and industry experts. Every student who enters will pitch to this group and receive feedback. Students may participate in either the Business Track or in the Social Enterprise Track. For each track, the cash prizes are: \$75K for the grand prize, \$25K to the runner-up, and \$5K for the crowd favorite. [FP](#) [JP](#)

PRESIDENT'S INNOVATION CHALLENGE (PIC) is open to all Harvard students and has similar prize money to the New Venture Competition for each track. [FP](#) [JP](#)

KEY PROGRAMS

THE ROCK ENTREPRENEURS-IN-RESIDENCE (EIR) PROGRAM brings successful entrepreneurs to campus to provide feedback and advice to student startups. This popular program offers a way to get invaluable insights from experienced entrepreneurs at different stages of your E-ship journey. EIRs will help you think through your ideas, develop testing plans, connect you with "industry experts," and help you understand if founding or joining a startup is right for you. [FP](#) [JP](#) [IP](#)

ROCK SUMMER FELLOWS PROGRAM is a rigorous 10–12 week program for students starting their own venture or working for Pre-Seed to Series A companies. Students will participate in a number of workshops delineating the key tools and approaches to validating ideas, building your MVP, and acquiring your first customers. [FP](#) [JP](#)

ROCK VENTURE CAPITAL ADVISORS (VCA) PROGRAM allows students to meet with Managing Partners from top tier early-stage investing firms who can help craft a compelling story and define metrics for success. [IP](#)

THE ROCK LAWYER-IN-RESIDENCE (LIR) PROGRAM provides HBS students with lawyers to provide legal advice on topics like incorporation, founder's agreements, and term sheets. [FP](#) [JP](#)

VENTURE PATHWAYS PROGRAM allows potential VCs to understand what a VC career is really like and decide whether it is a fit for them. Students will have a chance to sample and experience aspects of the VC world during the course of the year through hearing top VCs share their career paths, engaging in VC work through thesis development and the Allston Venture Fund, and potentially taking on an internship. [IP](#)

THE STUDENT I-LAB MEMBERSHIP provides an all-inclusive pass to access the i-lab's wealth of offerings—workshops, experts, advisors, funding opportunities, and an invaluable community of like-minded peers—all curated to support founders at any stage and the innovation-curious. [FP](#) [JP](#)

FUNDING OPPORTUNITIES

ROCK SUMMER FELLOWSHIP (RC ONLY), funded by gifts from Arthur Rock and the John F. Lebor family, enables students to continue to explore their entrepreneurial path, both as founders and as those interested in joining early-stage startups, during the summer between their RC (first-year) and EC (second-year) year. As noted in the *Programs* section, this 10–12 week summer fellowship provides substantial financial support as well as a peer network and community, RC students are able to work on their own venture idea or work at an early-stage startup. [FP](#) [JP](#)

ROCK CENTER LOAN REDUCTION (EC ONLY) is for startup founders who are committing themselves to their startups and foregoing other job opportunities after graduation, this reduces some of the financial burden of their qualifying MBA loans. [FP](#)

HARVARD I-LAB FUNDING provides HBS and Harvard University students funding opportunities in the form of Spark Grants, Social Impact Fellowship Fund, the Allston Venture Fund, etc. [FP](#)

RESOURCES

BAKER LIBRARY librarians and research consultants can help you find market research, industry analysis, funding/deal information, and data on potential competitors. Through Baker library, you will have access to a multitude of industry research publications and databases that will guide you. Popular resources include their Entrepreneurship Toolkit, Capital IQ, CB Insights, Crunchbase, and Pitchbook.

ROCK CENTER STARTUP GUIDE

KEY: **DON'T MISS EVENT**