MBA Student Leadership Position:  
**Dempsey Startup Competition Co-chairs (Deadline to apply: November 28)**

**THE BENEFITS:** The Dempsey Startup Competition Co-chair position is a great opportunity to experience early-stage startups. Working with the Buerk Center for Entrepreneurship, one of the top entrepreneurship programs in the U.S., will connect you on a professional level with businesses, entrepreneurs, and investors in the Pacific Northwest, as well as positive interaction with leaders on the UW campus.

Please note: This is a volunteer leadership position. Co-chairs may not participate on a team that intends to enter the Dempsey Startup Competition during their tenure.

**TIME COMMITMENT:**  
**January through May 2023:**
- Winter quarter, 2–4 hours/week.
  - (Optional) Business Plan Practicum class (ENTRE 440/540 - Tuesday evenings, 6-7:50pm)
  - (Optional) Consumer Product Workshop Series (every Thursday or Friday in February)
- Spring quarter: 2–4 hours/week, plus attendance at all rounds of the Dempsey Startup Competition.
  - Weekly committee meetings
  - Late January – Science + Technology Showcase
  - 4/4 – Prescreening Session
  - 4/13 – Virtual Resource Night
  - 5/4 – Investment Round
  - 5/17 afternoon/evening – Virtual Coaching Round
  - 5/25 – Sweet 16, Final Round and Awards Dinner

**QUALIFICATIONS:**
- 1st or 2nd year MBA student with an interest in learning about entrepreneurship. Both full time and part time MBA students are eligible to apply (note that most rounds of the Dempsey Competition are held during the day).
- Comfortable (or would like to practice) speaking in public to large groups (largest audience size is 300-400).
- Good written and communication skills.
- Organizational skills.
- Enthusiasm!

**RESPONSIBILITIES:**
- Assist in planning events that connect teams, mentor/adviser Office Hours, panels and workshops.
- Act as liaison to entrepreneurs, investors, and others in the entrepreneurship community to schedule volunteer participation in various mentoring activities.
- Create and execute outreach plan to promote the UW Dempsey Startup as a premier regional business plan competition event.
- Meet with advisors, faculty, student groups and classes to encourage participation.
- Assist with and attend all rounds of the Dempsey Startup.
- Public speaking roles onstage at various competition rounds.

To apply, send your résumé to Yuko Oaku, Dempsey Competition Manager. Include a short statement of why you think you would be a good fit for the position. **Application Deadline: Monday, November 28 by 23:59pm.** Shortlisted candidates will be invited to interview during the first week of December.

**Contact:**
Yuko Oaku, Assistant Director  
Founders Hall 406  
yukooaku@uw.edu
2023 Dempsey Startup Co-Chair Position Description

OVERVIEW:
From January through April, the primary job of the Dempsey Startup Competition co-chairs is to market the Dempsey Startup and organize networking and coaching sessions for participants.

From April 4 to May 25, the job is all about the execution of the event, which is outlined in the following documentation.

• Winter Quarter: Organize networking sessions; help organize and host STS/Networking Night in conjunction with SEBA; help organize and host consumer product workshops.

• Spring Quarter: Organize and host Dempsey Startup Office Hours; assist Dempsey Startup Program Manager with initial application review; assist during the four rounds of competition; act as hosts during Investment Round, Final Round, and Dinner and Awards Ceremony.

WINTER QUARTER:
BUSINESS PLAN PRACTICUM CLASS
The Business Plan Practicum course is held Winter quarter on Tuesday evenings from 6-7:50pm. The course covers the essentials of business planning and provide information on how to successfully compete in the Dempsey Startup Competition.

The class deliverable is a 5–7 page executive summary for the company they plan to enter in the Dempsey Startup Competition, or a company created for the class. (Note: This executive summary is not an “official” entry into the Competition but is designed to clarify their business plan and idea and prepare them for their actual submission.)

• Attend Business Plan Practicum sessions as possible.

SCIENCE + TECHNOLOGY SHOWCASE + NETWORKING NIGHT EVENT
• Help organize and promote the Science and Technology Showcase (STS) and Networking Night, scheduled for late January.

• Promote the networking portion of the evening to students to encourage attendance.

• Attend the event to assist the Buerk Center team as co-hosts, and to get to know the early-stage teams, encouraging them to enter the Dempsey Startup.

DAVIS CONSUMER PRODUCT WORKSHOP SERIES
Held annually in February, Davis Consumer Product Workshop brings together students across campus with an interest in consumer product business.

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• Help organize and promote Davis Consumer Product Workshop Series tentatively scheduled every Thursday or Friday lunch time during February.

MARKETING
• Promote the Dempsey Startup within Foster and wider entrepreneurship community.
• Give Dempsey Startup pitches to relevant classes and student clubs across campus.

OFFICE HOURS
Mentoring sessions during spring quarter for Dempsey Startup teams prior to Investment Round and Sweet 16. Each session takes place online and consists of 3–4 entrepreneurs and attorneys for a 2–3-hour period. Teams sign up for 30-minute sessions with any or all of the mentors during this time.

• Organize office hours prior to Investment Round.
• Work with program manager to determine schedule and mentors to contact.
• Communicate with the mentors with an invitation to participate and continue communication to setup the schedule.

SPRING QUARTER

Screening Round (first round)—Initial review of all plans
Competition Deliverable: The 5–7 page Executive Summary is due on April 3, 2023. This is the team’s official entry into the Business Plan Competition.
• Help read and organize all the submissions to the competition on Tuesday, April 4 from 3:00–7:00 p.m. at the Buerk Center. Dinner provided.
• On April 5, help finish organizing the plans and divide them into groups. Assist as needed with the organizational process dividing judges into panels and assigning submissions to each panel (tentative).
• At least one co-chair should attend the Virtual Investment Round Resource Night on April 13.

Investment Round (second round)—May 4, 1:00 to 6:30 p.m. | Trade show/science fair format with quick pitches to judges.

• Attend the event, which will be at the Seattle Center Exhibition Hall. Co-chairs kick off the event at 1 p.m. with introductions, sponsor acknowledgements, etc.
• Manage the judges’ scoring area, assist judges with the online judging process; help program manager with event management, network with judges.

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• Announce the teams advancing to the Sweet 16 at the reception following the close of the IR, around 5:45 to 6:00.

**Virtual Coaching Round** (third round, non-competitive)—May 17, 4:00–6:30 p.m. | Practice 15-minute PPT presentation.

  • Help program manager with event preparation.

  • Attend the Coaching Round and be available to answer questions and serve as room monitors. Each coaching panel will have three to four people and coach two teams.

**Sweet Sixteen** (fourth round)—May 25, 7:30 a.m. to noon | Full 15-minute PPT presentation with 15 minutes for Q&A.

  • Arrive at 7:30 a.m. to help setup. Attend the entire event and kick it off at 8:00 a.m. with introductions, sponsor acknowledgements, presentation schedule.

  • If Dempsey Startup co-chairs and committee reps can’t serve as room monitors from 8:30 a.m.—12:00 p.m., we’ll need your help finding assertive and trustworthy people who can serve as room monitors. They are responsible to keeping the Sweet 16 on track with regard to time. We need four room monitors total (including the DEMPSEY STARTUP co-chairs).

  • Be present for judge deliberation. The room monitors and a Buerk Center staff member must be present in each room for this. Everything said there is confidential.

  • Help facilitate the lunch where the judges provide feedback to all the teams. Announce the teams moving forward to the Final Round over lunch.

**Final Round** (fifth round)—May 25, from 1:00 to 4:30 p.m. | Full 15-minute PPT presentation with 10–15 minutes for Q&A.

  • Attend the entire event and kick it off at 1:00 p.m. with acknowledgements and introduction of final round judges.

  • Act as timekeeper/room monitor.

  • Be present for judge deliberation. Everything that is said there is confidential.

**Awards Dinner & Ceremony**—May 25, 5:30–8:30 p.m. Celebrate the competition and award prizes!

  • Co-chairs take part in program and awards ceremony during the dinner held at Belle Harbor, Pier 66. Acknowledge Dempsey Startup donors and sponsors, introduce sponsors who present awards, help manage the awards photo process.

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