



MBA Student Leadership Position:

Dempsey Startup Competition Co-chairs (Deadline to apply: November 25, 2024)

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 2025:

- Winter quarter, 2–4 hours/week.
 - Grader for the Business Plan Practicum class (ENTRE 440/540 - Tuesday evenings, 6-7:50pm)
 - (Optional) Consumer Product Workshop Series (Fridays in February)
- Spring quarter: 2–4 hours/week, plus attendance at all rounds of the Dempsey Startup Competition.
 - Weekly committee meetings
 - 1/28 – Science + Technology Showcase
 - 4/8 – Prescreening Session
 - 4/17 – Virtual Resource Night
 - 5/1 – Investment Round
 - 5/14 afternoon/evening – Virtual Coaching Round
 - 5/22 – Sweet 16, Final Round, and Awards Dinner

QUALIFICATIONS:

- First or second 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 the program manager in planning events that connect teams, mentor/adviser office hours, panels and workshops.
- Assist with and attend all rounds of the Dempsey Startup Competition.
- 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.
- Public speaking roles onstage at various competition rounds.

To apply, send your resume to Yuko Oaku, Dempsey Startup Competition Manager. Include a short statement of why you think you would be a good fit for the position. **Application Deadline: Monday, November 25 by 23:59pm.** Shortlisted candidates will be invited to an interview on Tuesday, December 3rd (afternoon).

Contact:

Yuko Oaku, Assistant Director
yukooaku@uw.edu | Founders Hall 406



2025 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 to May, 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 the 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 provides information on how to successfully compete in the Dempsey Startup Competition.

The class deliverable is a business plan for the company they plan to enter to the Dempsey Startup Competition, or a company created for the class.

- Act as a grader for the course *Refer to [this website](#) for more information about your role as a grader. You will be paid as a course grader.

SCIENCE + TECHNOLOGY SHOWCASE + NETWORKING NIGHT EVENT

- Help organize and promote the Science and Technology Showcase (STS) and Networking Night, scheduled for January 28th.
- 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 Competition.

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.

- Help organize and promote the Davis Consumer Product Workshop Series tentatively scheduled every Friday lunchtime during February.

Contact:

Yuko Oaku, Assistant Director
yukooaku@uw.edu | Founders Hall 406



MARKETING

- Promote the Dempsey Startup Competition within Foster and the wider entrepreneurship community.
- Pitch Dempsey Startup in relevant classes and student clubs across campus.

OFFICE HOURS

Mentoring sessions during Spring quarter for Dempsey Startup teams prior to the Investment Round and Sweet 16. Each session takes place online and consists of six to seven entrepreneurs and attorneys for a 1.5–2-hour period. Teams sign up for 30-minute sessions with the mentors during this time.

- Organize office hours prior to the Investment Round.
- Work with the program manager to determine schedule and mentors to contact.
- Communicate with mentors with an invitation to participate and continue communication to set up 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 7, 2025.

- Help read and organize all submissions to the competition on Tuesday, April 8 from 2:30– 5:30 p.m. at the Buerk Center.
- At least one co-chair to attend the Virtual Investment Round Resource Night on April 17.

Investment Round (second round)—May 1, 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 Convention Center. Co-chairs kick off the event at 1 p.m. with introductions, sponsor acknowledgements, etc.
- Manage judges' scoring area, assist judges with online judging process; help program manager with event management, and network with judges.
- Announce the teams advancing to the Sweet 16 at the reception following the close of the Investment Round, around 5:45 to 6:00.

Virtual Coaching Round (third round, non-competitive)—May 14, 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.

Contact:

Yuko Oaku, Assistant Director

yukooaku@uw.edu | Founders Hall 406



Sweet Sixteen (fourth round)—May 22, 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 set it up. Attend the entire event and kick it off at 8:00 a.m. with introductions, sponsor acknowledgements, and presentation schedule.
- Serve as room monitors from 8:30 a.m.—12:00 p.m. Room monitors are responsible for keeping the Sweet 16 on 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.

Final Round (fifth round)—May 22, 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 22, 5:30–8:30 p.m. Celebrate the competition and award prizes!

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

Contact:

Yuko Oaku, Assistant Director

yukooaku@uw.edu | Founders Hall 406