

“When you’re ready to scale, it is all about execution. This has major implications for how you organize your company and how you manage your team.”

SCALING - THE BIG PICTURE:

The scaling stage is just one of the stages of a company’s life cycle. At this point, it’s all about growth. You have some early, committed customers and you’re ready to grow those numbers significantly, likely growing many times faster than the overall economy.

Keynote Lecture Notes:

Impact Question: What will you do differently as a result of what you’ve learned from this module?

Questions for you, the entrepreneur

1. At what stage is my company?
2. Have we found true product-market fit?
3. Am I ready to, mentally and physically, scale?

Questions for the team

1. Have we found product-market fit?

Additional Resources from www.KauffmanFoundersSchool.org

Readings

Notes:

Founder Genius

Notes:

Other Related

Notes:

Tools

Notes: