Career Pathways

How to Pivot in Your Career & Life

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AGENDA

● Background / My Pivots
● Why a framework is important for pivoting
● The Career & Life Pivot Framework
● How to brand yourself for a career pivot
Background
My Pivots

Career
- TBD
- Venture Capital
- Software PM B2B & B2C
- Engineer

Education
- TBD
- Finance (& professor)
- Ph.D
- BS. in Engineering

Personal
- TBD
- Spouse + Father
- Spouse
- Single

Creative/Interests
- Music Production, Philanthropy
- Author
- UX / UI
- Sports, Music & Art
When do you know a pivot is coming??
Often times, we have to possess “self awareness”
What really matters?
Self Awareness (Education)

- I like technology, but want to go deeper
- I am building flight simulators, and there’s a school nearby that teaches modeling & simulation
- I thought of an MBA, but didn’t want to take the GMAT or take a loan

Ph.D in Modeling & Simulation

- It’s great that my job will pay for it
- A Ph.D requires proving unique findings
- This gave me a topic for my 1st book

- I want to learn more about business
- This will make me stronger as a leader, an executive, and as an entrepreneur

Bachelors Degree
In Engineering

Finance
Self Awareness (Path to Venture Capital)

- I like tech, but don’t want to code or build tech
- I can understand tech & speak articulately
- I like collaborating with people
- I don’t want to be behind the scenes
- I love making the customer happy
- I love building beautiful apps & websites

Software PM

- Wow, in product mgmt, you can be like the Steve Jobs of an app or website
- I don’t have to build anything, but have engineers build my vision
- I make sure what I am building supports what the customer truly needs

Venture Capital

- Wow, I’ve launched a lot of apps to the iOS app store & web.
- That was cool, but now what?
- I am bored
- What’s next in my career?
- I want to learn about investing
- I love entrepreneurship, but don’t want to be one

ENGINEER

- VC is amazing! My job is different every day!
- Early stage VC allows me to back founders
- Finance is a whole new world
The venture capital industry has four main players: entrepreneurs who need funding; investors who want high returns; investment bankers who need companies to sell; and the venture capitalists who make money for themselves by making a market for the other three.
The History of VC

- 1946: ARD (American Research & Development) was the 1st VC firm
- Georges Doriot from HBS: “The Father of Venture Capital”
- 70k in equity = large returns in the IPO in 1966

Source: https://salon.thefamily.co/a-brief-history-of-the-world-of-venture-capital-65a8610e7dc2
The History of VC

- 1957: Traitorous 8 at Fairchild Semi Conductor
  - Left Shockley Semi conductor
  - 1972 Eugene Kleiner from Kleiner Perkins
- 1972 Don Valentine
  - Sequoia Capital

Source: https://salon.thefamily.co/a-brief-history-of-the-world-of-venture-capital-65a8610e7dc2
The History of VC

“The 1990s tech bubble provided venture capitalists with a new, larger platform on which they could grow up and dance: the Internet”

Source: https://salon.thefamily.co/a-brief-history-of-the-world-of-venture-capital-65a8610e7dc2
The History of Funding Vehicles

Source: https://techcrunch.com/2017/11/09/70-years-of-vc-innovation/
2019 IPOs

Source: https://sapphireventures.com/blog/openlp-series-which-investments-generate-the-greatest-value-in-venture-consumer-or-enterprise/
Product Zeitgeist Fit

- When what you are building resonates with the mood of the times
  - How can investment timing impact this?

Source: [https://www.youtube.com/watch?v=uztjCqlgzsl](https://www.youtube.com/watch?v=uztjCqlgzsl)
Questions for the Audience:

Who wants to make a pivot & why?

Who’s Made a Pivot  (Career or Life?)
What is a Pivot?
Making Changes for Current Business Needs
A pivot is a change in strategy without a change in vision.

— Eric Ries —
Any other reasons to pivot?
Why Pivot??

What’s the point??

- Business needs/priorities
- Strategic initiatives
- Running out of revenue
- Happiness / Joy & Fulfillment
- Finding your purpose
- Boredom / Need Challenge
- Audience: Any others????
A helpful tool for pivoting = Framework
Why is a Framework Helpful for Pivoting?
Why is a Framework Helpful?

- Allows you to default to a common way of attacking problems
- Scalable & repeatable
- Proven to work based on past experiences
- Saves time & capital
- Streamlines communication, workflow, & decision making
What is a Framework?

In software...

- “A **framework** is a scaffold that you can build applications around.”
- “A **framework** generally provides some base functionality which you can use and extend to make more complex applications from, there are **frameworks** for all sorts of things. (Example: App framework or web framework)”

Reference: [https://stackoverflow.com/questions/2964140/what-is-a-software-framework](https://stackoverflow.com/questions/2964140/what-is-a-software-framework)
What is a Framework?

In business...

- It would outline a hierarchy of teams, strategies, & leadership
- Could be used to reach a defined outcome or objective or level of innovation for the organization
- Repeatable model to easily train new members of the organization

Reference: http://customerthink.com/the_difference_between_the_business_model_framework_and_architecture
What is a Framework?

In business, you normally see it around:

- goals and strategies
- policies
- organization and culture
- relationship contracts
- business processes

- roles
- tools
- systems
- objectives
- Measures and incentives.

Reference: [http://customerthink.com/the_difference_between_the_business_model_framework_and_architecture](http://customerthink.com/the_difference_between_the_business_model_framework_and_architecture)
Challenges

- There might be some edge cases
  - One size doesn’t always fit all
- Might be too rigid
- Frameworks might not work best with all people, processes, & tech
Here's some examples
Engineering Happiness

Reference: https://medium.com/@aleksandergansen/startup-pivot-as-a-mind-shift-shipitwise-story-e1d0aa7e47e6
Yes...There's a framework for Happiness
Engineering Happiness

- 1. Re-frame by focusing on the positive aspects of the experience

Reference: https://medium.com/@aleksandergansen/startup-pivot-as-a-mind-shift-shipitwise-story-e1d0aa7e47e6
Engineering Happiness

- 2. Re-frame by taking the long view – focus on positive long term outcomes of an experience rather than focus on short-term negatives

Reference: https://medium.com/@aleksandergansen/startup-pivot-as-a-mind-shift-shipitwise-story-e1d0aa7e47e6
People want to go to a party not a funeral
Engineering Happiness

- 3. Re-frame by taking a cosmic perspective

Life’s Rough Patches as Seen in Comparison to the Truth of Our Mortality

The insignificance of the events

The diminishment of expectations

Reference: https://medium.com/@aleksandergansen/startup-pivot-as-a-mind-shift-shipitwise-story-e1d0aa7e47e6
Life gives you challenges,
But you have the tools to get through them
Startup Pivot Framework

Reference: https://medium.com/@aleksandergansen/startup-pivot-as-a-mind-shift-shipitwise-story-e1d0aa7e47e6
Sales Framework

Reference: https://www.act365.com/7-step-sales-process
Manufacturing Framework

Reference: https://images.app.goo.gl/9QSVqzNkJXnmhX9e8
Career & Life Pivot Framework
Career & Life Framework

Improve Something

- See challenges in life
- Think differently to see an opportunity
- Validate that it’s truly a painpoint for many people
- Solving this would a medicine & not a vitamin
Strategy / Analysis

- Deep research
- Analysis to validate value
- Developing an approach towards execution

Career & Life Framework

- Improve Something
- Strategy / Analysis
- Execute
- Feedback
- Evaluate
- Follow-through
Career & Life Framework

Improve Something

- Delivering the strategy
- Achieving what you said you would do
- Implementing workarounds where there are obstacles

Follow-through

Strategy/Analysis

Evaluation

Feedback

Execution
Improving something:

- Learn ways to improve & optimize
- Feed this back into the planning & strategy towards execution

Career & Life Framework:

1. Evaluate
2. Execute
3. Strategy/Analysis
4. Follow-through
5. Feedback
Career & Life Framework

Improve Something

Follow-through
- Define benchmarks for success
- Standardize what the acceptable range is
- Make intelligent assumptions based on the data
- Synthesize data to reach conclusions

Evaluate

Strategy/Analysis

Execute

Feedback
Follow-through

- Iterating fast based on assumptions & new learnings
- Determining what the next phase will be
- A leadership vision & strategy which helps you to see farther than others
- Hire staff to execute
Pivot Framework Examples

- **Improve Something**
  - Career: I’m not happy with my job
  - Education: I think I can re-invent myself & learn more

- **Strategy / Analysis**
  - Career: I should research where I will be challenged & happy
  - Education: Performing due diligence on what to learn

- **Execute**
  - Career: Apply to 50 resumes/week, pipeline of interviews
  - Education: Apply to schools & start a program
Pivot Framework Examples

- Feedback
  - Career: Manager feedback, 360 reviews
  - Education: Professor feedback

- Evaluate
  - Career: Measuring kpis on performance
  - Education: Scores on exams and quality of projects

- Follow-through
  - Career: Addressing feedback for better performance
  - Education: Improving scores, learning from mistakes, knowledge
The Full Stack of Frameworks

Improve Something ➔ Strategy Analysis ➔ Execute ➔ Feedback ➔ Evaluate
How to Brand Yourself
Branding Yourself

- **Linkedin**
  - Don’t always need all historical data on profile
  - Tailor your title & brand to cater to the open opportunity

- **Events**
  - Attend events that are high value to your goals
    - Smaller intimate events are normally better
    - Speak at events and inspire an audience
  - Networking is like dating: make an effort, show interest
  - Build true connections and be yourself
Digital Footprint = New Resume

Thought Leadership

The Beginner’s Guide to Quantum Computing
Sharing some updates on the progress on quantum computing
Future1  Nov 26, 2019  2  1
By Thomas Grillo & Joel Palathinkal

From Bits to Superposition
We’ve been going deeper on the fundamentals of quantum computing. Superposition and entanglement are two words that describe the significance of quantum computing. But what do they mean? A classical computer calculates using bits, which are represented by a 0 or 1. Calculating more complex problems would require the classical computer to continually process each solution individually until it finds the correct answer. This is where quantum computing comes in. To save the quantum computer uses quantum bits (qubits). Qubits can represent both a 0 and a 1 at the same time. This is called superposition.Bloomberg displays this really well using this diagram.

A qubit or quantum bit can exist as 0 or 1 or both 0 and 1. It is hard to describe exactly what a quantum computer can do. It can be a classical computer but many times it can do the calculation in parallel.

A traditional computer tries to solve one problem by one until it finds the right process that’s far too slow for today’s problems.

Superposition is one of the properties of quantum systems that enables quantum computers to perform certain calculations much faster than classical machines.

Your PC performs calculations using bits, units of information encoded electrically in either the off (0) or on (1) state.

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Global Family Office | Venture Capital
New York, New York - 500+ connections

Profile Strength: Intermediate

Open to job opportunities
See all details

Only recruiters

Various Startups
Cornell University

1,297
185
798

Who viewed your profile
Post views
Search appearances

Career Advice
Participate in the career advice platform

Give back and help those who can benefit from your experience

Salary Insights
See how your salary compares to others in the community

Podcast
Q&A

Website/Blog:  https://future1.substack.com/
Podcast:  https://open.spotify.com/show/0nP6Ykrd5KpGwavead4G1
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