

Martin Trust Center for MIT Entrepreneurship – Sample Discussion Guide for contextual interview

May 13, 2011

Agenda

- Introductions, paperwork, setup AV, take picture of subject (5 minutes)
- Subject's background, major, interests (15 minutes)
- Subject's knowledge and interest in entrepreneurship (15 minutes)
- Subject's learning / research style: how do they like to have information served to them? (15 minutes)
- How can we reach the subject and serve their needs and wants? (15 minutes)
- Wrap-up (5 minutes)

Intro/paperwork checklist (5m)

- Break the ice – make subject comfortable
- Take picture of subject
- Have subject fill out demographics questionnaire if not already done
- Sign 2 copies of photo consent form, give subject 1 to keep
- Incentive payment if any

Background/ major (15m)

- How long have you been at MIT?
- What made you choose MIT?
- What interested you most about your major that made you pick it?
- How do you feel about your major now that you've had a chance to explore it?
- Do you see yourself pursuing a career in this area? Why or why not?

- What do you think is your greatest professional strengths and weaknesses? It's ok to extrapolate.
- Imagine it's now 5 years after you graduated – what do you see yourself doing for work? Own company or working for someone? Big/small company? Role? Why?

Knowledge and interest in entrepreneurship (15m)

- What does the word "startup" make you think of? What does it mean to you? (want knee jerk response)
- In the screening questionnaire you told us you are interested in starting a company or working in a startup. Tell us more about that. (let subject lead, nudge conversation along to learn more about their startup interest)
- Let's take (something they said) as an example. Walk us through how you would go about achieving that. (e.g. if they say they want to start a company, have them walk through a thought experiment of how they would get it off the ground and what the first year of life would be like.)
- If you were to (execute some plan they mentioned e.g. start a company or join a company) today, how would you get started? Web research? Take a class? Talk to people? Tell me how you would approach this.
- What is the area you are the most confident about regarding (their startup interest)?
- What area do you feel the most insecure about? Tell me more. Why do you feel this way about (insecure area)?

Nerdlandia Study Guide

VM Jensen



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