

LESSONS LEARNED (TIM 101, F18 CLASS)

1. No matter your race, gender, or upbringing, if you want to succeed you will (Krone)
2. There is a lack of people of color in Technology (Tefera).
3. Everyone must get paid the same for the same job. (Buck)
4. Opportunities & compensation vary depending on the size of the companies. (House)
5. At some point in our life we are all sales people. (Rosales)
6. It is better to lose a 'sale' and maintain the customer's respect, than win & leave the customer with doubts about your integrity. (Ferrer)
7. Being a VC (or Entrepreneur) is both high Risk & high Reward. (Lawson).
8. Marketing the product is as important as the product being developed. (Shih).
9. Success in a company requires Innovation. (Chavez)

10. Don't let your major define you. (Ruiz)
11. Hiring talented people is a key part to managing a successful business. (Ji).
12. ~~It~~ Early in your career it is not bad to move across companies to experience different career opportunities. (Arntson)
13. Acquiring other companies is a great way for a company to break into other markets. (Lingga)
14. Companies do not always have to sell to end-customers to be successful, ... (Shaikh)
15. AI has been implemented into the social & ~~the~~ economic climate across the world (Nabi-favodi)
14. No matter what your job title is, human relationships matter. (Hawkins)
15. Risk management is really important, and there are three risk responses. (Wright)
16. Teams respond to different leadership styles. (Pham)



17. Project Management has three independent constraints = time, cost & scope. (Chua)
18. Making new connections & maintaining these connections is important. (Parkash)
19. Companies must be able to adapt to the changing market demands in order to survive in the industry (Yee)
20. The global market cannot be ignored for current Technology companies. (Hickey)
21. Security is not just the job of IT Dept., but the responsibility of every employee. (Juan).
22. Define your self for success through setting Goals. (Oclase)
23. Collaborations fosters Innovation. (McAlister)
24. To be a successful entrepreneur you have to be optimistic. (Ortega)
25. Companies should be environmentally conscious while developing the product. (Mullah.)