

# Prototypes to Products, SP.724

## Homework #4

Assigned: Thursday 9/20/05

Due: Parts of this are due each day for the next 3 weeks, please read carefully.

### Part 1: Thursday September 22:

Linda Plano will be guest speaking. Answer the following questions. Short answers are preferable.

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Today it can be difficult to build a career directly related to Appropriate Technology even though there is considerable need for it throughout the world. In this class, we want to explore options to achieve ongoing development and dissemination of AT. Many people believe that no one should make a profit from AT, at least not for AT in the developing world. To explore this issue, think about what you would want your life to be like if you were to make a career out of AT.

For the purposes of this exercise, assume that in five to ten years, you will have a spouse and two kids under the age of five and that you want to continue doing AT. Please answer the following questions:

- Financial Risk Tolerance
  - What's your risk tolerance? I.e., how much of your income would you be willing to risk if you were working on something you really care about?
  - What's your risk tolerance for your family\*? If you are the sole provider, how much of their financial well-being are you willing to risk?
  - What's their risk tolerance? Do you think they would agree with you (OK, that's a tough one but I promise you'll need to deal with it one way or another if you get married)?
- Lifestyle
  - What counts as a luxury? I.e., how much income do you need to have in order to have the lifestyle you want?
  - What counts as barely acceptable?
- Values, Impact and Control
  - What are your values – personal, local, global? This is a huge question, obviously, but one that bears thinking about for your future. For the purposes of this class, try to think about it in terms of AT: e.g., is it important to you that you get to work on AT because you enjoy it?; is it important that your community benefits from and/or recognizes your efforts on your AT work?; is it important that your work have a global impact? Or just that it is benign?

- How critical is it that your work expresses those values?
- Does it matter to you whether you are calling the shots? I.e., do you want someone else figuring out the overall strategy as long as you get to do hands-on work, or vice versa?

Note: There are definitely no right or wrong answers to this and related values questions. The more honest you are, the better the chances that you will avoid a midlife crisis. Honest!

### **Part 2: Tuesday, September 27 & Tuesday, October 4**

Ben Linder will be consulting on your project. Bring in your Gantt chart, and your list of tasks. He will be able to spend around 15 minutes on each project, so be ready to explain what you have been working on, and how it has been going. Be ready to ask questions if you are getting stuck on anything. Use the feedback you get to adjust your tasks for next week.

### **Part 3: Thursday October 6<sup>th</sup>**

Joost Bonson will be guest speaking. Come prepared with any questions about networking, business questions, 50k competition, the Developmental Entrepreneurship class, etc.

### **Part 4: Thursday, October 13<sup>th</sup>,**

Progress reports: Have a couple of power point slides discussing what you have done for the past few weeks, and if your goals originally were different, why was there a difference? What your major goals are for the next 2 weeks?