

COMPUTER SCIENCE TRIPOS Part II – 2024 – Paper 9

3 Business Studies (sam56)

After completing your Computer Science degree, you and a small group of friends start a generative AI company to help lecturers produce better-designed slides and course material.

You grow the company successfully and raise a number of funding rounds. Unfortunately you are not yet profitable, and the fund-raising environment changes just as you are about to start your next round. As a result, you decide to push it back by 6 to 9 months.

- (a) As the Head of Product Development for the company, how would you go about making your development budget last until the next fund-raising round. As part of your answer, consider the implications for your team. [8 marks]
- (b) Following the delayed fund-raising plan, the board have determined that the CEO has not been “consistently candid” with the board or customers, and needs to be replaced. You have agreed to become the new CEO. How would you manage the transition while minimising the negative impact on the company? [12 marks]