

10

Pitching & SLX Prep

“Believe in your flyness.... conquer your shyness”
- Kanye West

Introduction

This module goes over the previous work done in the SoCent curriculum reviewing and preparing for the upcoming SLX presentations. Students will go over their MVP's and practice their pitching skills in front of the class.

Objectives

- Make sure students are prepared for SLX and also check in on their MVP
- Go over specifics of SLX and have students ask any questions they may have about specifics
- Provide constructive feedback that can improve the students abilities
- Practice their pitching skills and get them ready verbally and mentally prepared for SLX
- See how simple and complex each group's presentation is by switching the groups presentations and having them present each other.

Agenda

1. Review over group's MVP's and prototype and have students present their work (30 min)
 - a. Mention the ways feedback can help to improve products and ideate
 - b. As well as mentioning how feedback helps facilitators give students feedback on how they can improve their presenting skills.
2. Pitching Activity (30 min)
 - a. Give each student a random topic, where they have to talk about this topic continuously for 120 seconds
 - b. Make sure students are comfortable with feedback and throw paper balls if they mess up.
3. With any remaining time, review for SLX and have the facilitators give students tips on how to pitch better and be better presenters.

Reviewing MVP and projects

- Explain the basic concepts of SLX and review the schedule
- Have students ask any general questions they have about SLX and make sure they know what rooms they will be in (sent to them by email).
- Then have the groups present to the class and give any final feedback to them. Also have the rest of the class participate by having them critique as well.
- Each student needs to write one to two sentences about the presentation and then call on 3-4 of them to say what they read so they are kept busy during the presentation.

Pitching activity

- Create 10-15 randomly generated topics
 - Make sure these are well known to all the students so any student can talk about these for a long period of time
- Give each student viewing the pitch pieces of paper before the pitch
- Then a student volunteers to give a pitch, they spin the wheel, and have to talk about the randomly generated topic for 120 seconds, or two minutes, without messing up, if the student messes up then the whole class should throw a paper ball they created at the student
- Have all students go, and after each turn, if a student messes up, then explain to them that they should work on their pitching skills in whatever aspect that they messed up in

Extra time

- If there is any extra time, once more go over SLX and what each group should do to prepare. Each facilitator pair should give tips on how their SLX went and what the students can do in order to not make mistakes to improve their impression as a student entrepreneur.