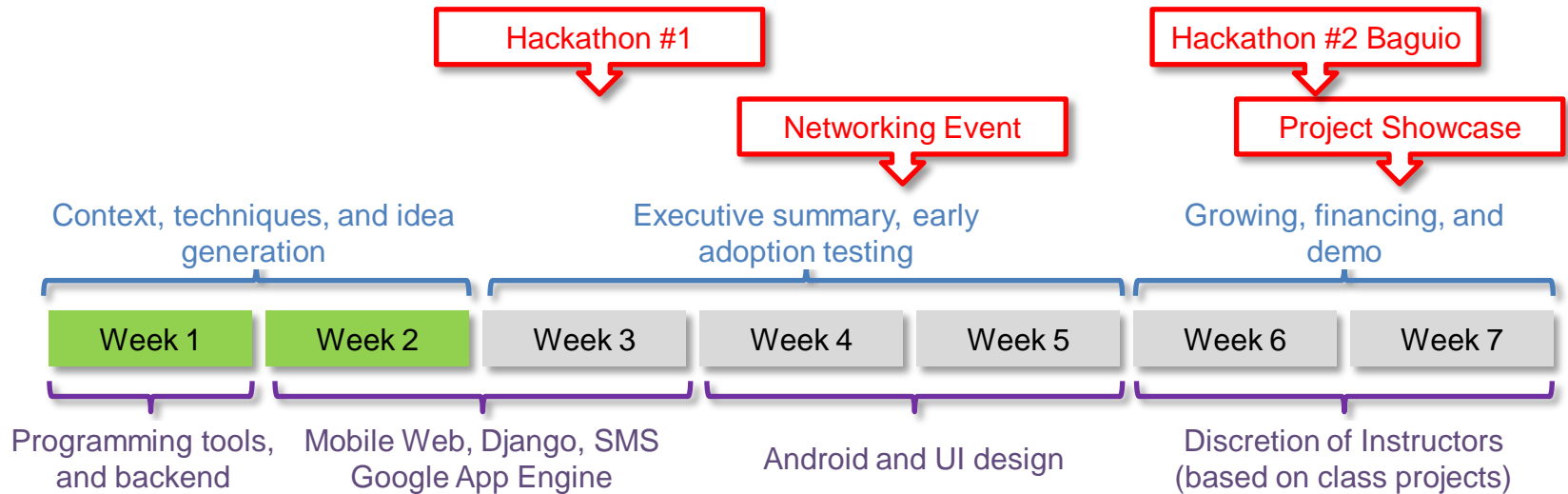




Lecture 4: Pitching Contest

CURRICULUM



SCHEDULE FOR TODAY

Time	Topic
4:10PM	Pitching contest round 1
4:30PM	Django views and templates part 1
4:45PM	Pitching contest round 2
5:00PM	Team formation
5:15PM	Django views and templates part 2
5:45PM	Break
6:15PM-9PM	Lab time

PROJECT FORMATION

At the end of the contest, we will select the top 6 ideas based on the following judging criteria:

- Fun factor
- Team interest
- Business viability
- Technical feasibility

Around each of these ideas we will form teams, which will partly be of your choosing but final team composition will be at the instructors' discretion (diversified teams work better)

PITCHING CONTEST ROUND 1

Form into assigned pairs in a circle around the room –
some of you are ships, others are islands

Pitch your business model canvas

1. Minute **one**: first player pitches
2. Minute **two**: second player pitches
3. Minute **three**: allocate the 7 points (no fractions)
4. Islands stay put, Ships move to your next Island
(clockwise)

PAIRS ASSIGNMENTS

(Random allocation)

Location	Islands	Ships
1	AUBREY JOANNA PASCUAL	JEWEL LEX JAVIER
2	DANIELLE ANNE AYAG	RITZ DANIEL ANG
3	EMERY DELA CRUZ	APRYL ROSE BISAI
4	FRANCIS JOMER GALLARDO	CASSANDRA LEIGH WANG
5	JUSTINE ARNON RAZON	DIANA MAE PACAPAC
6	MARIA AZRIEL THERESE EALA	ARMOND AVE
7	NATHAN LEMUEL SANTI	ALDRIC MANZANO
8	NORVIN YECLA	ADRIAN ORENSE
9	RAMON JOSE NILO SALVADOR	BERLYN ANNE DECENA
10	RICARDO BAUTISTA	JULES ALBERT CAPACILLO
11	ROD XANDER BONDOC	BENJAMIN JR CUETO
12	VICTORIA CASSANDRA REAL	NOEL NICANOR II SISON

PITCHING CONTEST ROUND 2

- 1) Top 10 ideas pitch
- 2) Students who did not qualify can still pitch if they want to
- 3) Class voting on top 6 (we will try to use Google form)

TEAM FORMATION

- 1) Instructors allocate 2nd team member
- 2) Rest of class navigates to team of their choosing
- 3) Instructors make the final decision

TENTATIVE TEAMS

Student Planner

DIANA MAE
ADRIAN

It's more fun in the Philippines

DANIELLE ANNE
NOEL NICANOR II

Course Curriculum Checklist

APRYL ROSE
NATHAN LEMUEL

Mobile Network with OCR

RICARDO
VICTORIA CASSANDRA

Jeeps

MARIA AZRIEL THERESE
BERLYN ANNE

Delivery Boy

FRANCIS JOMER
AUBREY JOANNA

ASSIGNMENT

Group assignment – due next class, Tuesday July 3rd

- 1) Find an advisor outside of the class to review your business model and executive summary; this advisor could be a family member, a faculty at UP, or even better a professional who knows about the market you are targeting (e.g. if you build an app for taxis, find yourself a dispatcher or a driver!)
- 2) Come up with a 50 words or less bio for each team member, including your advisor
- 3) Update your business model canvas and your revenue and cost three year estimates (as a team)
- 4) Write a 100 words max description of the idea, discussing
 - Why the problem is important
 - How your solution will address it
 - How big the market is
 - Why your team can do it