

SIOC 209 - HACKING 4 THE ENVIRONMENT: OCEANS

ASSIGNMENT 2

- Perform 10+ interviews
- Watch the materials provided below m
- Create a presentation (10min + 5min Q&A) - an outline is provided below, but feel free to make it your own.

Watch: Value Proposition videos

- [What's your value proposition](#)
- [Episode Two: Value Proposition](#)

Presentation Template

NOTE: Title Slide and Canvas slide are the ones that format is fixed, the rest can be as fits your team

- **Slide 1:** Title slide
 - Team name, team members/roles, support team (liaisons, mentors, problems sponsors)
 - Number of beneficiaries interviewed this week
 - Total number interviews completed
 - Where you started (problem or solution) and where you are today
- **Slide 2:** Minimal Viable Product
 - Show us your MVP of the week, your thinking, etc.
 - Tell us what hypothesis the MVP is testing, what data you expected and what you actually received.
- **Slide 3:** Customer Discovery
 - Only want the key findings
 - Tell us about your first beneficiary interviews.
 - Hypothesis: Here's What we Thought
 - Experiments: Here's What we Did
 - Results: Here's What we Found
 - Action: Here's What we Are Going to Do Next
- **Slide 4:** Mission Model Canvas
 - Updated Mission Model Canvas with week-to-week changes shown in red
 - Multi-sided markets shown in different colors
- **Slide 5:** What Are You Going to Do Next Week?
 - In addition to who you are talking to, What are the big issues/hypotheses you are testing or figuring out?