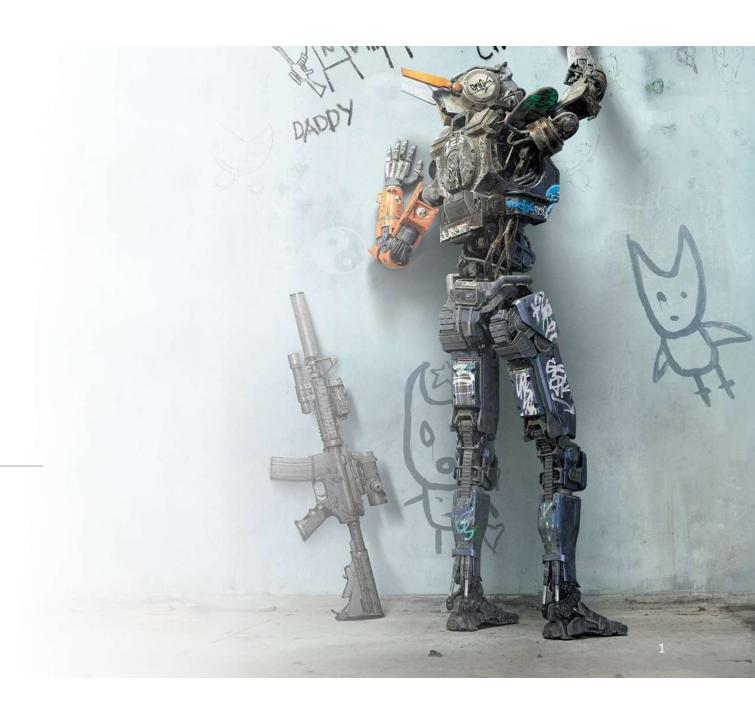
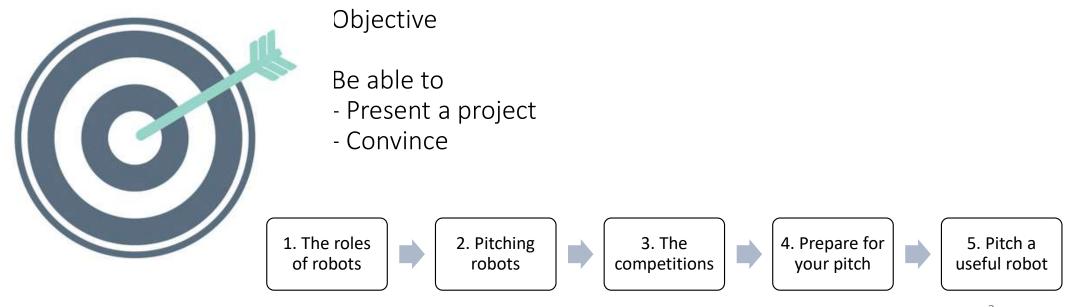
Robot competition

English course





Final project: Pitch a robot project



Brainstorming



Al-Intelligence

westworld space

feelings tesla

social interaction

Robots in society

Terminator, siri

expensive

useful

time saving

replaces humains/CCTV makes lifes easier help workers/citizen

cyborgs black mirror

video games



1. The role of robots

Robotics nowadays



Read the article and discuss with your group https://www.ces.tech/Articles/2020/3-Areas-of-Robotic-Success.aspx

- Search for the new vocabulary
- Identify the benefits of robots in our current society.

What other benefits do you know about?

Presentations of some useful robots



In groups of 4,

- 1. Each chooses a robot
- 2. Read information about it on the internet
- 3. Prepare a 2-minute presentation/pitch about this robot
 - Appearance description
 - •Functionalities/Role
 - Your opinion about it
- Be ready to present your robot

Presentations of some useful robots



Cafex

https://cafexa pp.com/



AV1

https://www.n oisolation.com /global/av1/



Paro

http://www.pa
rorobots.com/



Gita

https://mygita.
com/



Binary Bots

http://www.bi narybots.co.uk /



Pepper at Soft Bank

https://us.soft bankrobotics.c om/pepper



Asimo

https://asimo. honda.com/



Some adjectives that are related to robots

industrial, mobile, autonomous, intelligent, humanoid, sophisticated, mechanical, legged, advanced, reconfigurable, modular, smart, wheeled, surgical, programmed, giant, tiny, complex, domestic, computerized, programmable, hydraulic, rigid, conventional, miniature, articulated, cheerful, interactive, reactive, cooperative, virtual, adaptive, electric, heterogeneous, identical, biological, automated, electronic, gigantic



2. Pitching robots

Internet search







Role play

Role A – You are working for *Boston Dynamics* as a sales engineer. Your objective is to promote some of the robots of the company.

Role B – you are working for a company and you want to find ways to automate some activities.

- 1. Read your role
- 2. Hold the various meetings (5 minutes):

A, introduce the robot,

B, introduce your business

Together, find possible ways to collaborate



Role A – You are working for *Boston Dynamics* as a sales engineer. Your objective is to promote some of the robots of the company.

Have a look at the robot you are promoting. You can use the Website to make demonstration of the robot to the prospects.

Role A1 - The robot you are promoting is SPOT https://www.bostondynamics.com/spot

Role A2 - The robot you are promoting is HANDLE https://www.bostondynamics.com/handle

Role A3 - The robot you are promoting is PICK https://www.bostondynamics.com/pick

Role A4 - The robot you are promoting is ATLAS https://www.bostondynamics.com/atlas



Role B – you are working for a company and you want to find ways to automate some activities.

Think about the type of problems the company could solve with robots (to save money, to be more efficient, ...).

Role B1 – You are working for Space X https://www.spacex.com/

Role B2 – You are working for Adidas

Role B3 - You are working for Amazon

Role B4 - You are working for the SNCF



Some Words that are related to selling

Sale = the fact of selling Salesperson = the person who is selling

To buy in bulk = To purchase goods in large

amounts, usually at a discount.

Guarantee

Warranty = written guarantee

Prospect = potential customer

Discount = sell for a cheaper amount

A deal = the end of the negotiation

Some sentences for the salesman

I'm sure you're quite busy at the moment, so I'll be very brief.

Would you be interested in...?

The two most important things to remember

are...

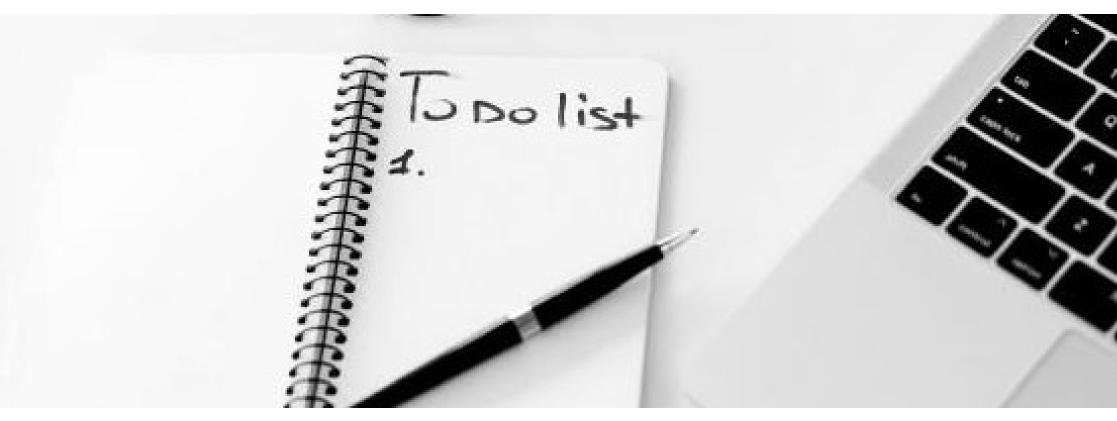
The best feature of the product is...

The price of this product is unbeatable.

I'd be happy to solve this for you.

I appreciate your business.

Is there anything else I can help you with?



FOR THE NEXT CLASS

Be ready to pitch a robot project.



4. Prepare for your pitch



You are an entrepreneur working on some robots' projects.

You attend a fund raising campaign to finance your project.

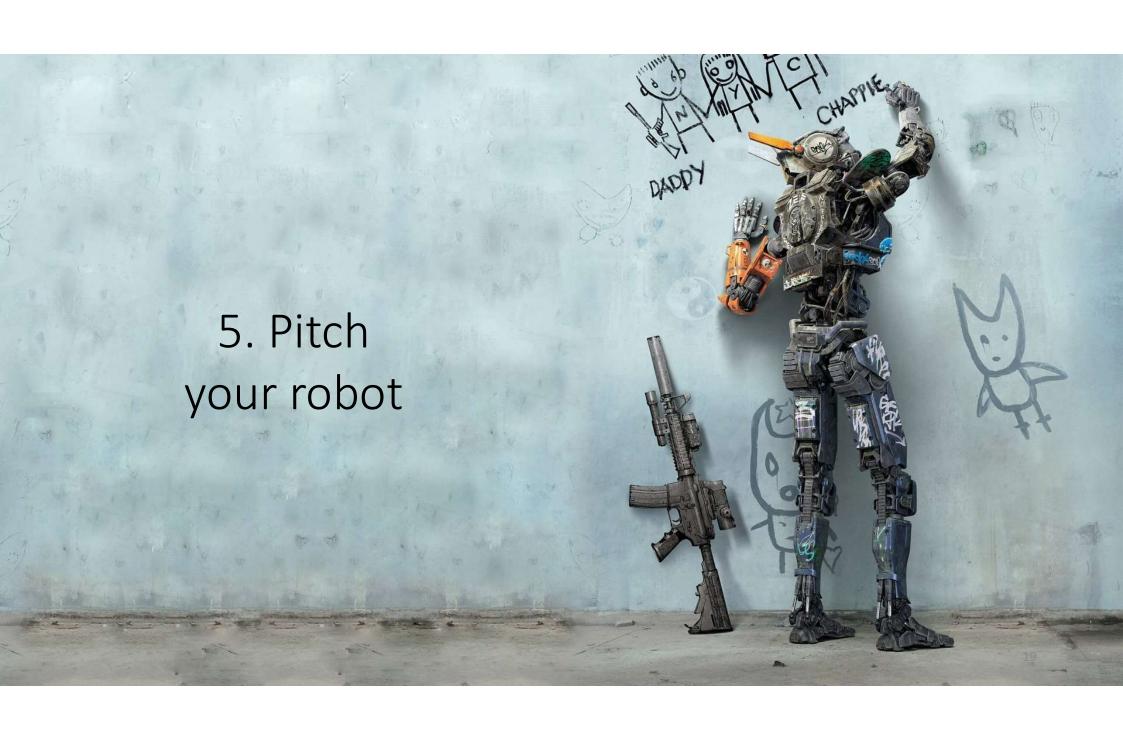


Group WORK

You attend a « Useful Robots » competition to raise some funds for your project. Prepare to pitch your useful robot in front of a jury.

Duration: 5' presentation + 5' question & answers

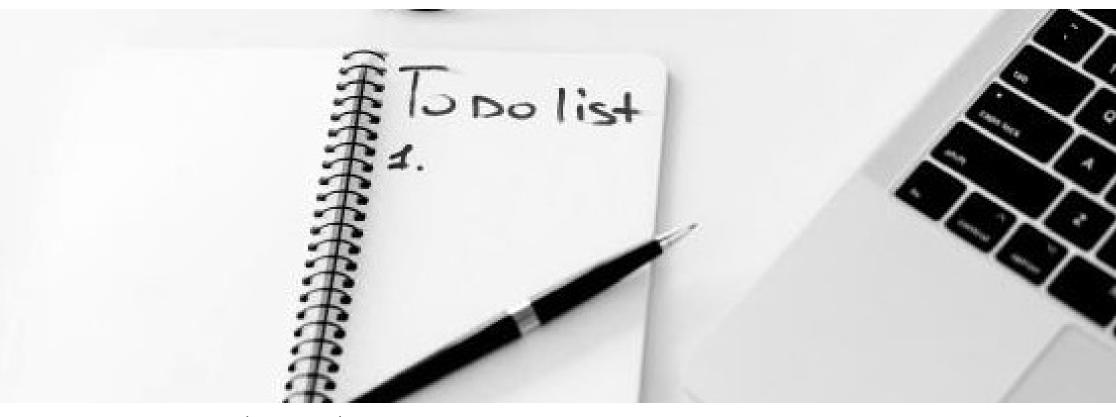
- 1. Create a group of 3 persons
- 2. Define a useful robot concept
- 3. Work on your pitch (everyone must speak) and prepare a visual support (.ppt or an image)
 - Context/need
 - Robot concept definition
 - Robot description (functionality, appearance)
 - Advantages of the robot (what makes it unique)
 - Conclusion: what's in it for investors?



Jury debate



Debate &
Investment in the projects



FOR THE NEXT CLASS (Session 4)

Check the homework on MLB

- 1. Work on the vocabulary https://quizlet.com/8jweuk?x=1jqt&i=108obj
- 2. Watch the following interactive video "Amazon Go" edpuzzle video: https://edpuzzle.com/media/608cf1e6357fd8413b4953d5