

# Robot competition

English course



## Final project: Pitch a robot project



### Objective

- Be able to
- Present a project
  - Convince

1. The roles  
of robots



2. Pitching  
robots



3. The  
competitions



4. Prepare for  
your pitch



5. Pitch a  
useful robot

# Brainstorming



AI-Intelligence

westworld  
space

feelings

tesla

social interaction

useful  
replaces humans/CCTV  
makes lifes easier  
help workers/citizen  
time saving

## Robots in society

Terminator, siri

expensive

scary

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



**AV1**

<https://www.noisolation.com/global/av1/>



**Paro**

<http://www.parorobots.com/>



**Binary Bots**

<http://www.binarybots.co.uk/>



**Pepper**  
at Soft Bank

<https://us.softbankrobotics.com/pepper>



**Cafex**

<https://cafexapp.com/>



**Gita**

<https://mygita.com/>



**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



BostonDynamics



## 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 businessTogether, 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?

## 5. Pitch your robot



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=1o8obj](https://quizlet.com/_8jweuk?x=1jqt&i=1o8obj)
2. Watch the following interactive video  
"Amazon Go " - edpuzzle video: <https://edpuzzle.com/media/608cf1e6357fd8413b4953d5>