

CODING THE LAW
PITCH:
NEGOTIATION
TOOL

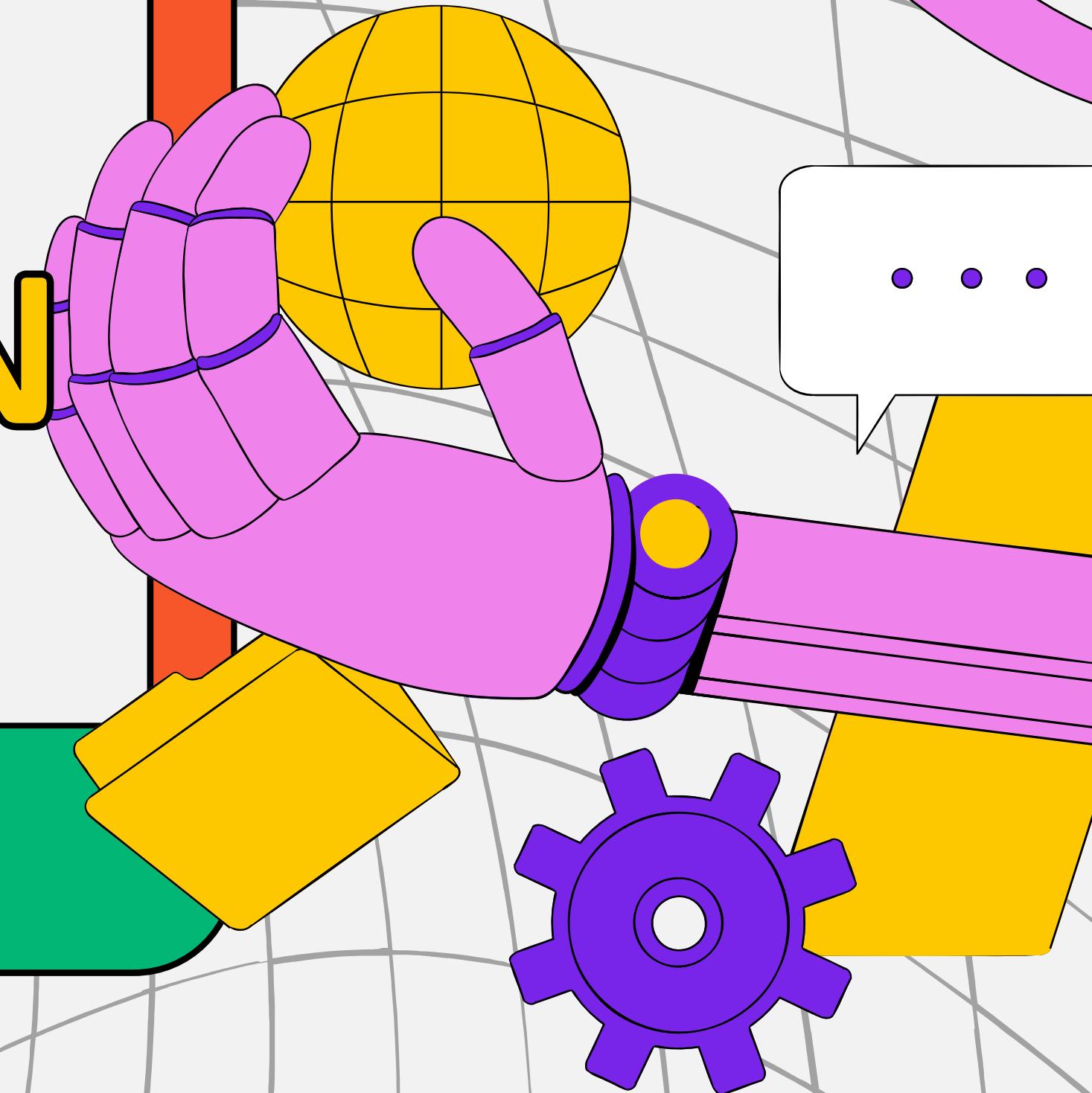
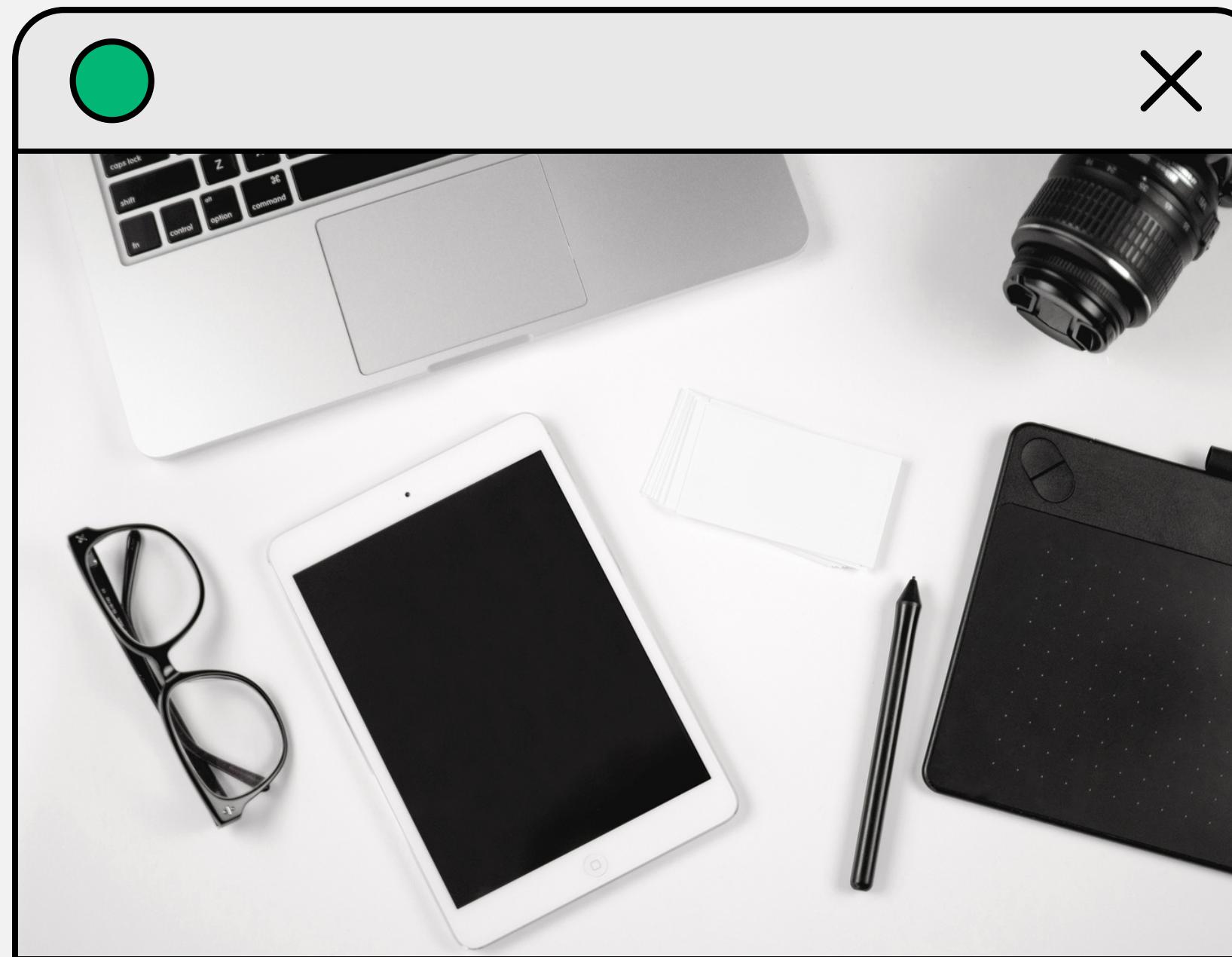


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01

INTRODUCTION

- Born in Colombia
- 3rd-year law student
- Extra Curriculars
- Hobbies



BIOGRAPHY:

GABRIELA RIVEROS

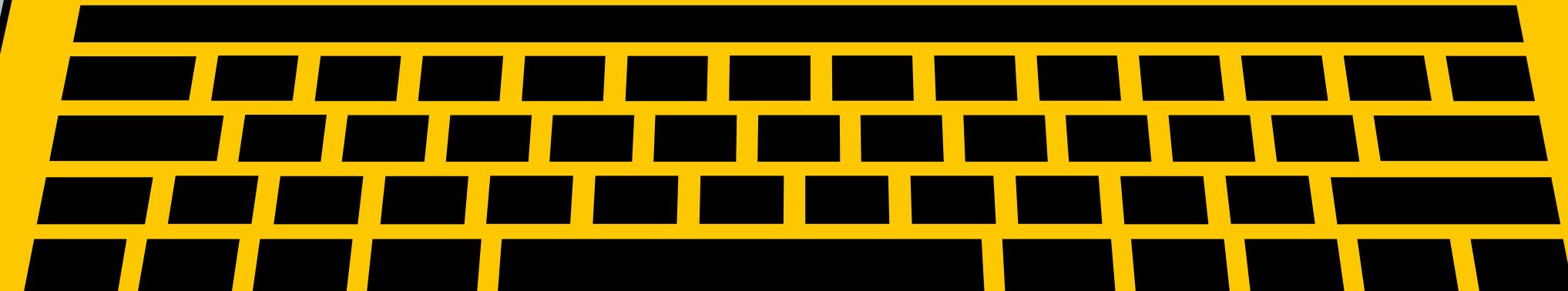
- 
- 3rd year law student
 - Zero clue how to negotiate
a salary

PARTNER:

GABRIELA RIVEROS

02

PRODUCT:
**SALARY
NEGOTIATION
SIMULATION TOOL**



STAKEHOLDERS

STUDENTS



EMPLOYERS



EMPLOYEES



EDUCATIONAL
INSTITUTIONS



PROBLÈMS

**Inadequate
Negotiation Skills**

**Lack of Real
World Practice**

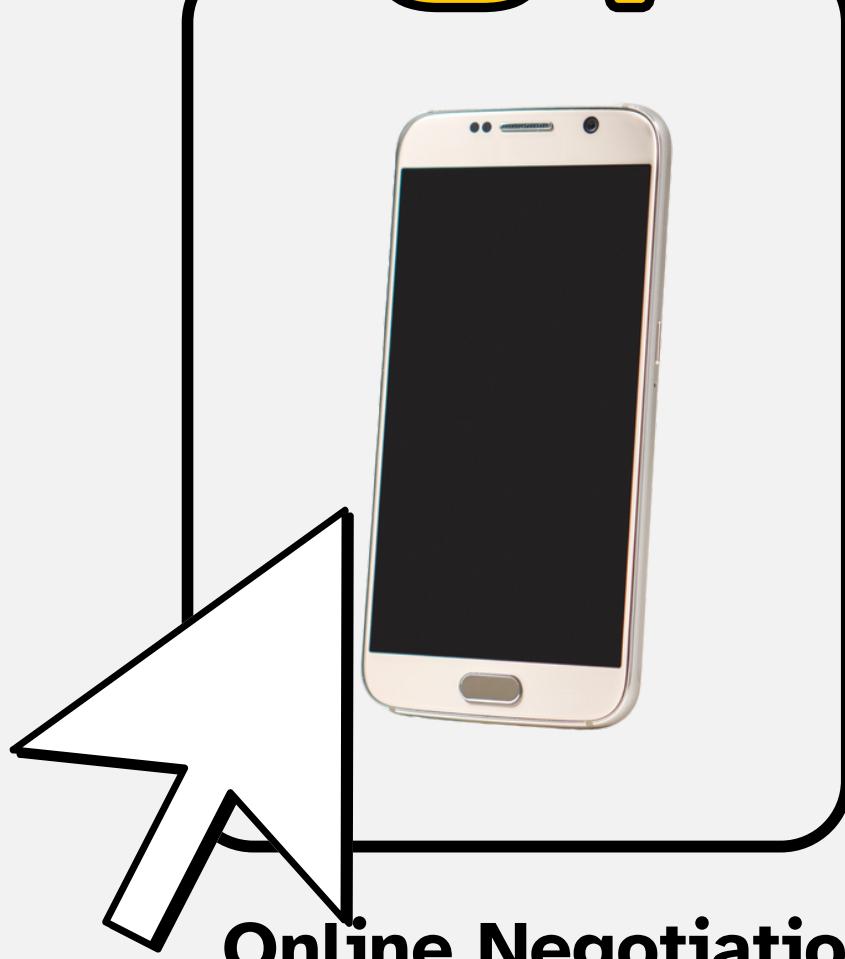
**Information
Asymmetry**

**Lack of
Confidence**



OPTIONS

01



**Online Negotiation
Courses**

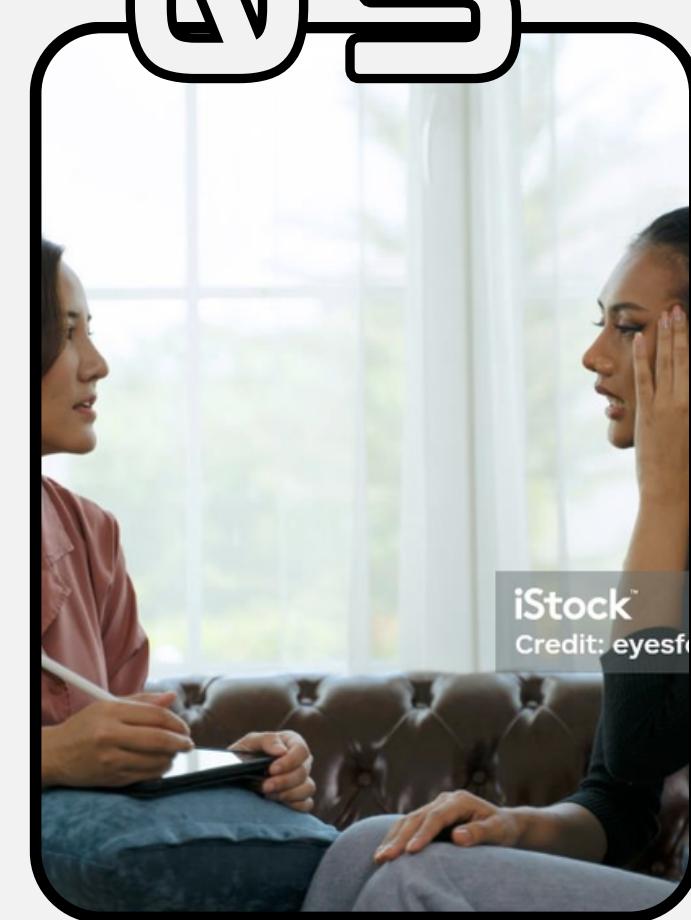
02



Media

Books, Articles,
Podcasts

03



Workshops

04



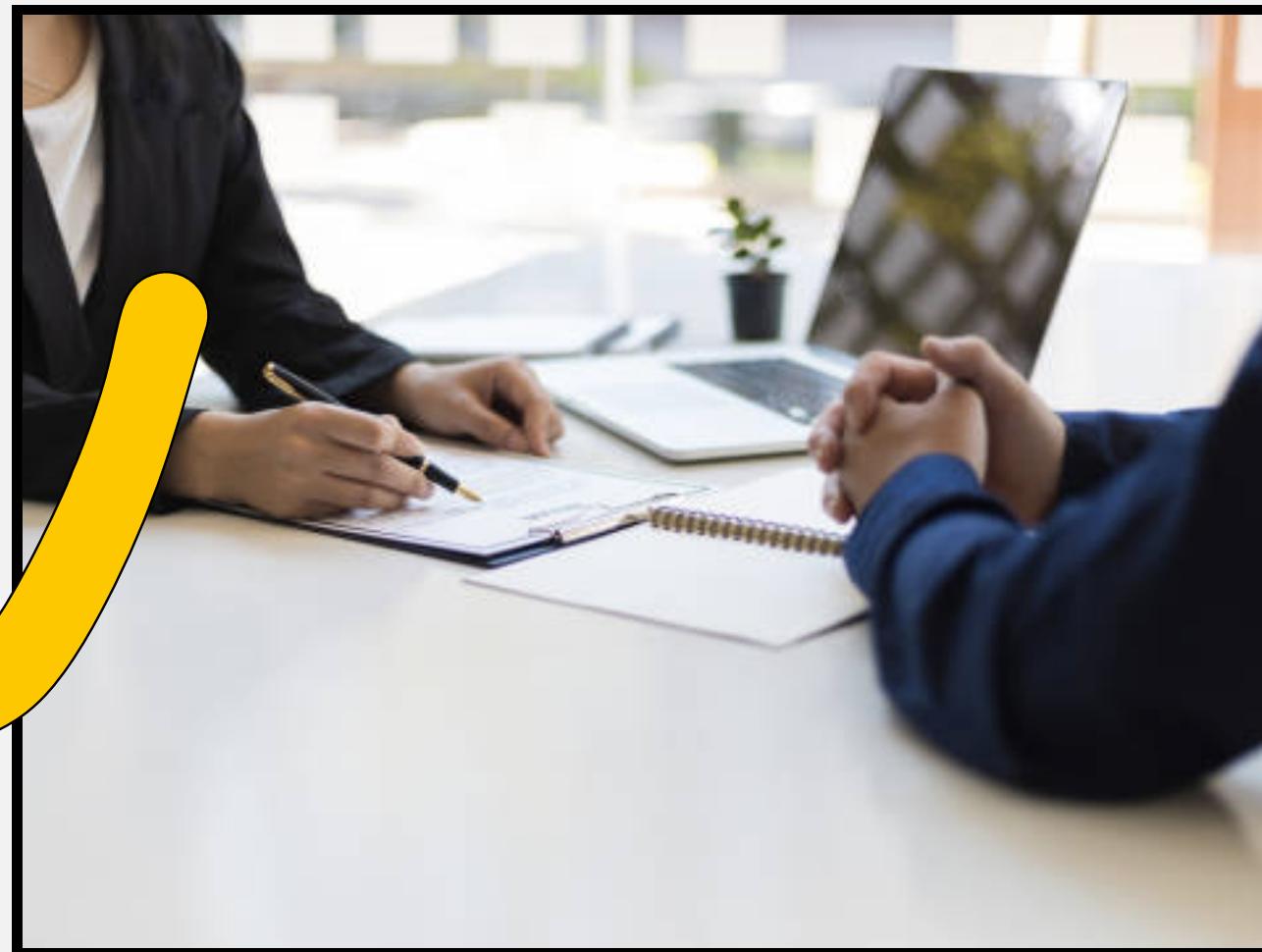
**Mock Interview
Platforms**



03

SOLUTION

OUR SOLUTION



Google COLAB Simulation

- Realistic Simulation
- Knowledge Enhancement
- Educational Integration

Process

- Building the basics of the COLAB
- User inputs information to personalize
- User Testing
- Continuous Improvements