

1. Introductions:

Presenters introduce themselves(1-2 minutes).

Intros should be short and informative. Here are a few questions that can help structure your intro, write down your speech by answering these questions and have it ready prior the demo date:

1. What's your name?
2. Where are you from?
3. What's your educational or professional background? (Up until you joined Smoothstack)
4. What transferable skills(from your previous roles) do you have that could be valuable in your new role? Note: it does not have to be coding related.
5. Why do you love coding or what you do?
6. What's your hobby?
7. What have you been working on or learning at Smoothstack?

2. Project Overview:

After introductions, the 1st presenter talks about a project to be demonstrated. He/she shares their screen, shows the presentation slides and gives a **quick** overview of the project architecture, and technologies utilized. This prepares the audience on what to expect from the demo and shows the scale of the project. This part should not last more than **5 minutes**.

3. Demo

After giving an overview, the same presenter demonstrates his/her portion of the project. Depending on the size of the group, each individual usually has around 17-25 minutes to (1) present the features, (2) show the implementation(code), and (3) answer questions of clients.

Things to keep in mind when demonstrating the project. Since clients are not familiar with your project, first you want to show and explain what the features you worked on(UI) without being super technical (just in plain English), then show how you've implemented them by sharing your IDE and demonstrating your code. For example:

1. **Demo: "On this project I worked on X,Y, Z features and I'll be walking you through them in a minute. Let's say I'm a traveler and want to book a flight from NY to LA, I go through these steps to purchase a ticket, then change my mind and want to cancel the flight. etc"**
2. After you show all of the features in action, then you can move on to the code. **"If you don't have any questions, I'll show you how I implemented these features. Here's the code I've written for X feature, here's for Y feature"** and no need to explain each line of your code, giving an overview is enough, that prompts the audience to ask

questions to learn more. Remember, the more you interact with a client during the demo, the higher your chances of getting an offer from them. So try to make sure to ask if they have any questions, every time you switch your screen. Once you finish your part of the demo and answer the questions, you introduce the next presenter.

Here's the step-by-step instructions:

Presenter 1:

1. presents the first few slides and gives an overview of the project architecture.
2. presents his/her slide and gives an overview of what specifically he/she will present. (responsibilities, specific features)
3. shows a demo (UI)
4. shows the code
5. answers questions
5. introduces **Presenter 2**

Presenter 2:

1. presents his/her slide and gives an overview of what specifically he/she will present. (responsibilities, specific features)
2. shows a demo (UI)
3. shows the code
4. answers questions
5. introduces **Presenter 3**

Same for Presenter3, Presenter4

Final Presenter:

1. presents his/her slide and gives an overview of what specifically he/she will present. (responsibilities, specific features)
2. shows a demo (UI)
3. shows the code
4. talks about Project Management - **Jira Board** and **GitHub Pull Requests**(make sure to show the pull request that has some interaction, rejection, and dialog)
4. answers questions

Checklist:

1. Besides features you will also need to show **Swagger Documentation** and show/run some **Tests**. Distribute these items amongst team members.
2. Use the following [template](#) to create your own Presentation Slides. ***Note: you may change the concepts, charts, and graphs based on your project, but the theme needs to remain the same.***

3. Watch this video - a recording of one of the client demos at Smoothstack:
<https://www.youtube.com/watch?v=gTT-rvc07i4&feature=youtu.be>

Tips:

1. We usually use Zoom for demos, and presenters tend to share and stop sharing their screens in order to switch between browser and IDE. To avoid it, use the “**new share**” option.
2. It's possible that something can go wrong during the demo, if for some reason you run into errors, or your code breaks, or doesn't run, **do not panic**. It's a great opportunity to show off your troubleshooting/debugging skills. Try to solve the problem on the spot, if you think it's going to take long to fix it, then try to show your thought process. Talk about what you think the issue may be and how you would go about fixing it.
3. But the goal is to make sure the demo goes as smoothly as possible. So make sure, your application is running prior to the demo, and do not make any changes to your code on demo day.
4. Dress professionally(no need for suit and tie, as long as you're not wearing anything colorful), have a plain background, and make sure your webcam is straight on or slightly above you
5. If for some reason your audio breaks up during the demo, try to join from your phone for audio, but still share your screen on your desktop.

Good Luck! You've Got This!