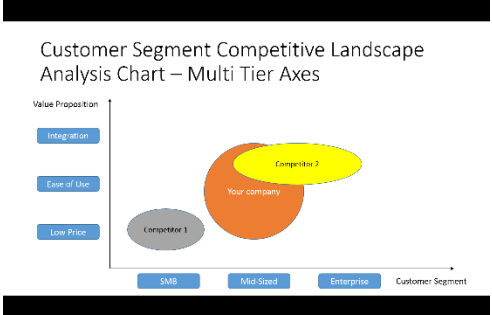



INFO5990 Tutorial **Week 7**,

Objectives: By the end of this session students will have:

- (i) Group discussion
- (ii) Elevator speech on progress update of group project

Step	Content / activity	Comments	Min
Step	Make sure you are in the right groups	Tutors to show groups on Canvas to make sure the right people are in the right teams	Min
Part 1	Group consultations	<p>Think of the following this week for your group assignment :-</p> <ol style="list-style-type: none"> 1. Compelling need for your product – why does someone want it and will buy it 2. Competitive landscape – who else, what else, alternative service provider – does not have to be a direct competitor <div style="text-align: center;">  </div> <ol style="list-style-type: none"> 3. Design the customer value proposition 4. What risks are there for the project <div style="text-align: center;">  </div>	40
Conclusion	<p>Elevator pitch to your CIO on project progress.</p> <p>Each to present on the progress of their project to the executive team, issues / challenges, etc. With questions from management (other students)</p>	Each team to provide an update to the CIO of the status of the project, issues, developments, progress, and blockages for discussion. This could be your weekly executive update to the management team.	15
Finish			55