**Individual Report**

**Part One: Lessons from each project**

Earth’s people (2015):

1. The presentation of this project is clearly designed and clarified. Comparing our presentation, a more systematic pitch creates a clearer image about the project to audience. For audiences who know nothing about our project. It is better to provide short and accurate parts with understandable clarification.
2. Planning and developing with scrum is much better than a vogue software engineering model. Our team do have a well-organized overall planning for project. However, a mature scrum model provides software engineering process with integrity. For example, the backlog is not only a feedback for your process, but also a certification for backtracking which is exactly what our project is lack of.
3. It is mentioned in this presentation that these team members are with no prior experience in managing projects. The reason why they achieve such excellent outcomes so far is that they have sufficient preparations in both theoretical and practical aspects. A beard well lathered is half shaved. The lesson is that an extraordinary project or success is always based on a large quantity of comprehensive preparations concerning it.
4. It is easily to refer that the team members have made a huge progress since their project erected. However, these outcomes so far are not displayed to us in the presentation. In my opinion, the most important thing in internal pitch must always be to present what have achieved. The mistake they made give us the inspiration to add more screenshots or demonstrations about the achievements of our projects when presenting.

Earth’s people (2016):

1. This team brought the audiences with well-designed and exquisite ppt. This graphic ppt teaches us a lesson that it is more attractive and understandable when the ppt using an explicit way to present. In contrary, our ppt is not as exquisite as audiences expected. To design a ppt which can express what our team have done and will do will be a significant part in next presentation.
2. In my view, this team did too much researches on the content of the websites which I think is useless, rather than the techniques they will use. It is not deniable that developers should know what this website will run for. But it is not the principle contradiction. It is significant to learn to grasp the principal contradiction which, in this case, is to develop the website/software. As I mentioned above, it is always a right action to do sufficient preparations or researches. However, when they are useless, it will become a kind of wasting time.

Kreogist Mail:

1. This presentation is not a perfect one, according to that most of the rubrics are not involved in the ppt. However, the way that this team present is still an inspiring part. During the pitch, according to my memory, all the four members of this team addressed a highly confidential speech respectively. There is no chance to convince somebody else if the speechmaker himself is not confident enough to believe what they are addressing is true. Thus, the lesson is to keep gusty and emotional when presenting. It is certain that to be full of arrogance will be harmful.

In summary, the above are the lessons learnt from other teams that could be applied to and and why these would help.

**Part Two: Reflective**

Comparing to the other teams in our session, the performance of presentation is similar to some extent. Our group is in the designing phase, which is like other teams. Thus, the following will focus on the parts that are different and could be improved.

Roles of presentation:

The major difference from our team and the others is that we dispatched our team leader as speechmaker, while the others’ members all participated in it. The disadvantages of our strategy is apparent. Since the single speechmaker have to prepare all of the topics, it is hard to dig deeper. It will be much wiser to separate the whole preparation into several parts so that each team member can take in charge of at least one part. By applying this strategy in next presentation or pitch, the situation that speechmaker can not answer audiences’ questions will no longer be happen again. Besides, it is also an appropriate way to address an understandable speech towards audiences. After all, many hands make light work.

Development tool:

During our presentation, the tutor and stakeholder of Earth’s people 2016 suggest us to use CMS (Content Management System) especially Drupal for website programming. My teammates and I did try and struggle for this CMS. In the end, we give up using this technique for complex reasons.

However, such a suggestion inspired me of using third party development tool, which can shorten our development time and decrease the workload. In addition, during the process of trying to apply Drupal, the team members got a clearer image of the designing outline which is extremely valuable to this project. Learning new skills and exploring is the kernel of this project. Thus, what I will do in the future is to widen my brain and choose the most suitable development skills and techniques when working on this project.

In conclusion, it is important for our team to work on expertise and time management in order to have a better performance and deliver the final product on time.