



## Team Roles (for clarity)

### Dev 1 – Full-Stack Engineer (FS)

- Frontend + API integration
- Demo-ready UI & flows
- Light infra wiring

### Dev 2 – Backend Engineer (BE)

- Core logic, RAG, LLM orchestration
- Data models, prompts execution
- Stability > features

### Dev 3 – Student Developer (SD)

- Support dev, glue code
- UI scaffolding, mock data
- Testing + bug fixing

### Member 4 – Product / Data / AI / Marketing (PDAM)

- Product narrative & demo story
- Avatar logic, scenarios, prompts
- Evaluation criteria alignment

### Member 5 – PM / LLM / Training (PMT)

- Overall orchestration
  - Training logic, scoring, rubrics
  - Slides, demo script, timing control
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# HOUR-BY-HOUR PLAN (19.5 HOURS)

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**9:30 – 10:00 PM (0.5h)**

## ALL HANDS — Kickoff Alignment

**Goal:** Absolute clarity before building

### Agenda

- Reconfirm **demo goal**:

“Sales rep practices a real objection with a visual avatar → gets feedback → feels confident”

- Lock **non-goals** (NO full auth, NO real scoring ML, NO polish)
- Confirm **evaluation criteria** (innovation, feasibility, clarity, business value)

### Output

- Final **demo scope checklist**
  - Single source of truth (Notion / Doc)
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**10:00 – 11:30 PM (1.5h)**

## Parallel Work Block 1

### FS Dev

- UI wireframe (very basic):
  - Avatar selection
  - Objection selection
  - Chat / voice area

- Choose stack (React + simple styling)

## BE Dev

- LLM flow design:
  - Prompt → Avatar response → Evaluation output
- RAG structure (even mocked):
  - Objection KB
  - Product snippets

## SD

- Prepare mock JSON data:
  - Avatars
  - Objections
  - Sample answers

## PDAM

- Define **1 primary avatar** (e.g. Enterprise Tech Buyer)
- Define **3 objections max**
- Draft **gold-standard response**

## PMT

- Draft **training loop logic**:
  - Attempt → feedback → retry
- Draft **evaluation rubric** (confidence, accuracy, structure)

## Output

- UI sketch

- Prompt skeleton
  - Demo avatar + objections locked
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## 11:30 – 12:00 AM

### Sync #1 (Critical)

**Goal:** Kill complexity early

- Walk through **end-to-end flow verbally**
  - Cut any feature that doesn't serve demo
  - Confirm:
    - Single avatar
    - Single scenario path
    - Single scoring output
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## 12:00 – 2:00 AM (2h)

### Parallel Work Block 2

#### FS Dev

- Implement UI screens
- Hardcode navigation if needed

#### BE Dev

- Implement LLM calls
- Stub RAG retrieval if unstable
- Ensure **predictable output** (demo-safe)

## SD

- Connect UI to backend endpoints
- Handle loading / error states

## PDAM

- Write **avatar personality prompt**
- Write **objection handling prompt**
- Write **feedback prompt**

## PMT

- Draft **demo narrative**:
  - Problem → struggle → solution → outcome
- Start slide outline (problem-first)

## Output

- UI clickable
  - First LLM responses working
  - Prompts version v1
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 **2:00 – 2:15 AM**

## Sync #2 (Reality Check)

- Test one full conversation live
  - Fix anything unpredictable
  - Decide if voice is **mocked or text-only**
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 **2:15 – 4:00 AM (1.75h)**

## Parallel Work Block 3

### FS Dev

- Clean UI for demo (spacing, labels)
- Add “Confidence Score” placeholder

### BE Dev

- Lock prompts (NO more tuning after this block)
- Cache responses if needed

### SD

- Edge case handling
- Demo stability testing

### PDAM

- Finalize **scripted demo answers**
- Write **judge-facing value explanation**

### PMT

- Build **slides (v1)**:
  - Slide 1: Problem
  - Slide 2: Why current tools fail
  - Slide 3: Our solution
  - Slide 4: Live demo flow
  - Slide 5: Business impact

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 **4:00 – 8:00 AM (4h)** **Split Sleep / Light Tasks**

(Do NOT burn everyone)

- **FS + BE:** sleep 3–4h
  - **PDAM + PMT:** refine slides, script
  - **SD:** optional rest or light QA
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 **8:00 – 9:00 AM****Soft Restart****ALL**

- Quick check-in
  - Confirm demo still works
  - Reassign if anyone blocked
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 **9:00 – 11:00 AM (2h)****Parallel Work Block 4****FS Dev**

- Final UI tweaks
- Demo mode toggle (pre-filled inputs)

**BE Dev**

- Performance hardening
- Ensure no random outputs

## **SD**

- End-to-end testing
- Screen recording backup

## **PDAM**

- Final demo talk track (spoken)
- Judge Q&A prep

## **PMT**

- Finalize slides
  - Tie explicitly to **evaluation criteria**
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 **11:00 – 11:30 AM**

## **Sync #3 — Full Demo Run**

- One person presents
  - Others interrupt like judges
  - Fix weak explanations
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 **11:30 AM – 1:30 PM (2h)**

## **Polish Block**

### **FS + BE**

- Bug fixes only
- No new features

## **PDAM**

- Refine business metrics:
  - Shorter sales cycles
  - Higher win rate
  - Better partner enablement

## PMT

- Final demo script (minute-by-minute)
  - Slide tightening
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 **1:30 – 2:30 PM**

## Rehearsal Block

- At least **2 full rehearsals**
  - One technical failure simulation
  - Lock fallback plan (screenshots / recording)
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 **2:30 – 3:30 PM**

## Buffer + Confidence

- Rest voices
  - Final checks
  - Prep handoff speaker
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 **3:30 – 4:00 PM**

 **Submission & Presentation**

- Calm
  - Clear
  - Story-driven
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 **What This Plan Optimizes For**

- Judge clarity > technical depth
- Stable demo > full product
- One unforgettable use case