

## **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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# HOURLY-BY-HOURLY 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