

Startup Pitch Questions – English & Somali

1. What problem are you solving?

Waa maxay dhibaatada aad xallinayso?

2. Who are you solving it for? (Target user/customer)

Yaa aad u xallinaysaa dhibaatadan? (Macmiilka bartilmaameedka ah)

3. Why is this problem important or painful?

Maxay dhibaatadani muhiim u tahay ama u xanuun badan tahay?

4. How are people solving this problem today?

Sidee ayay dadku hadda u xalliyaan dhibaatadan?

5. What is your solution?

Waa maxay xalkaaga?

6. Why is your solution better or different?

Maxaa ka dhigay xalkaaga mid ka fiican ama ka duwan?

7. What is your unique advantage (moat)?

Waa maxay faa'iidada gaarka ah ee aad leedahay (moat)?

8. How do you make money?

Sidee ayaad lacag ku samaynaysaa?

9. What proof do you have that people want this?

Caddeyn nooceee ah ayaad haysaa in dadku rabaan tan?

10. What is the market size?

Intee le'eg ayuu yahay suuqu?

11. What is the biggest risk right now?

Waa maxay khatarta ugu weyn hadda jirta?

12. What is the next milestone?

Waa maxay tallaabada xigta ee muhiimka ah?
