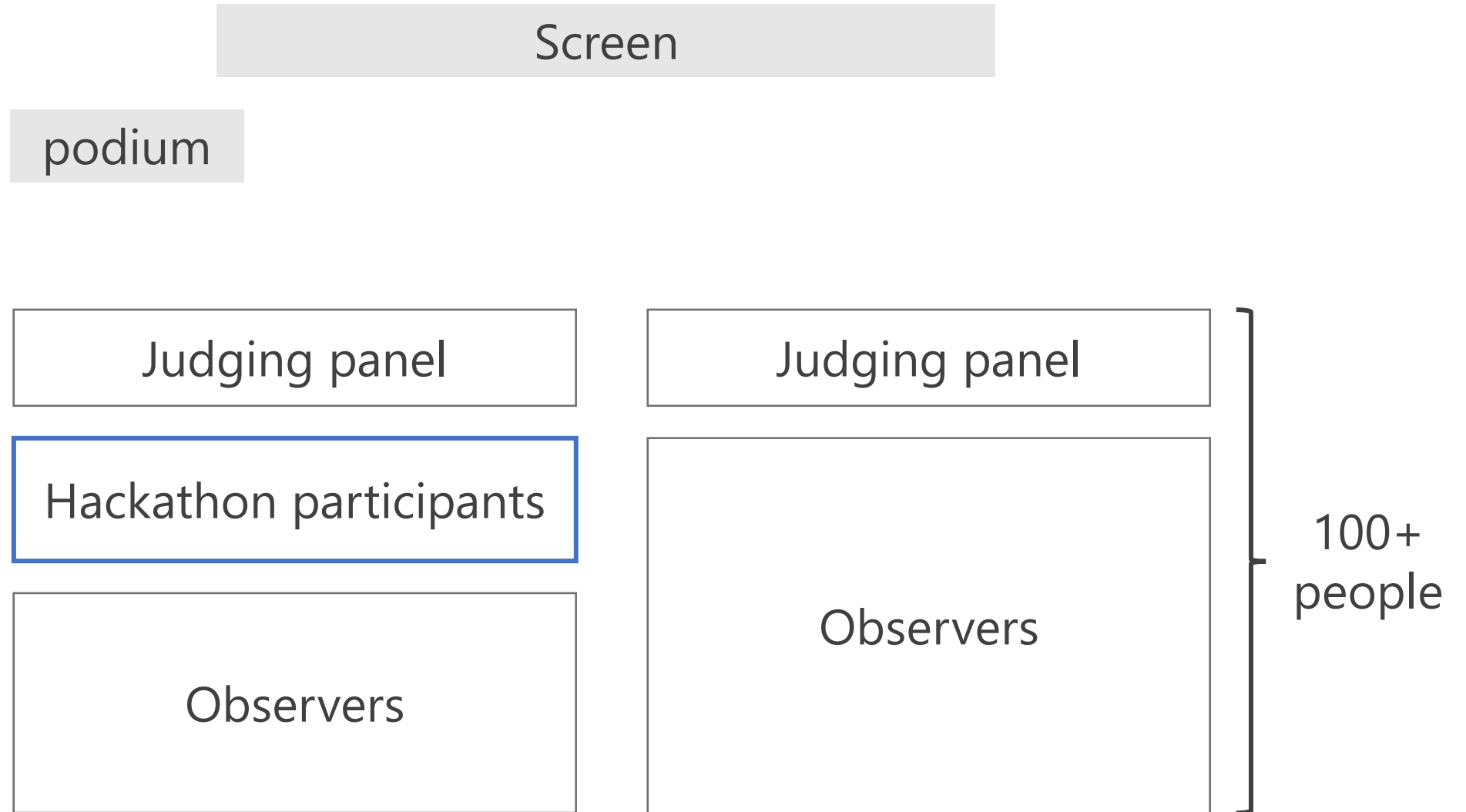


# Session 6: Pitching

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Yuji Sano

# What does the final pitch look like?



# What should be included in the pitch?

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## 1. Product Overview

- Product Goal: What does your product achieve as a whole?
- Main usecases: What are the main usecases required to achieve the goal?

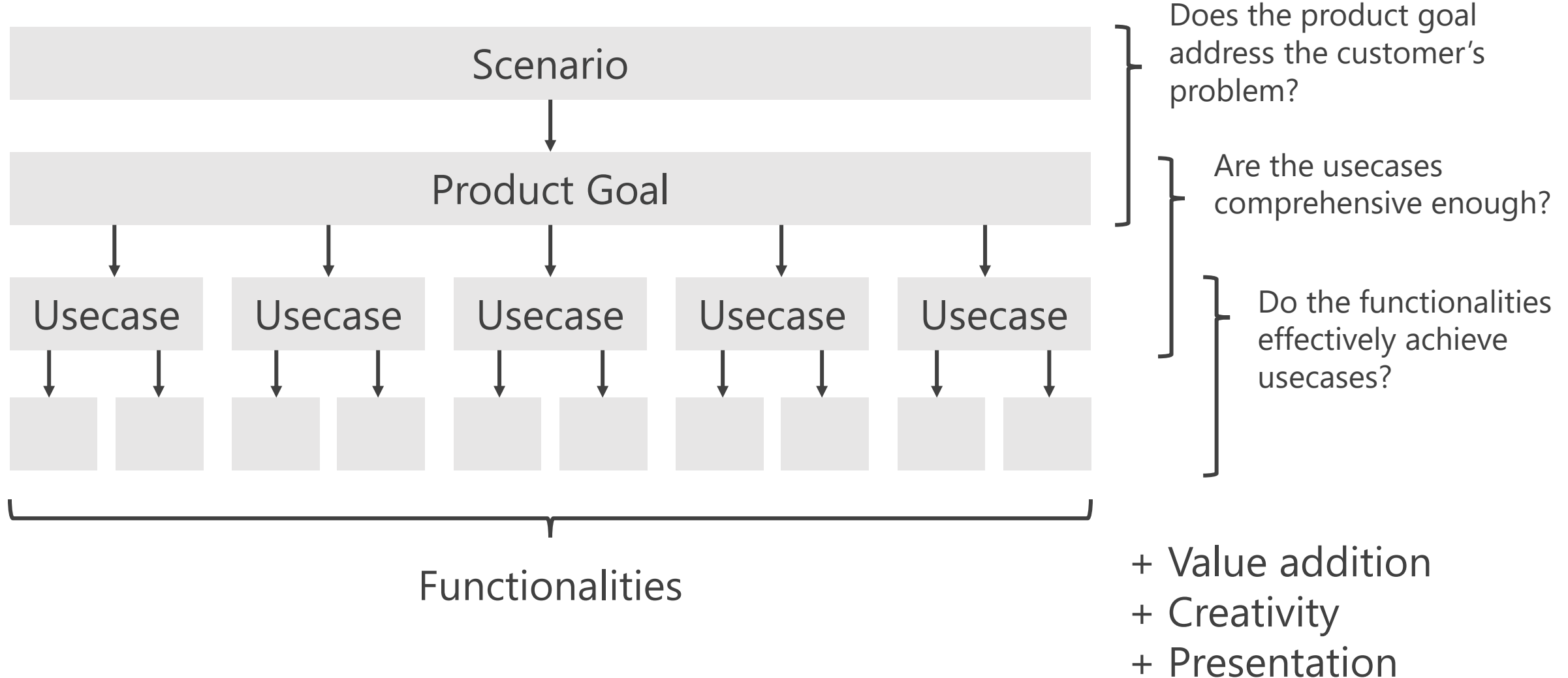
## 2. Tech stack

- Front end, back end, database, etc.,
- Anything else you want to highlight to show off your tech skills (but don't take long time here)

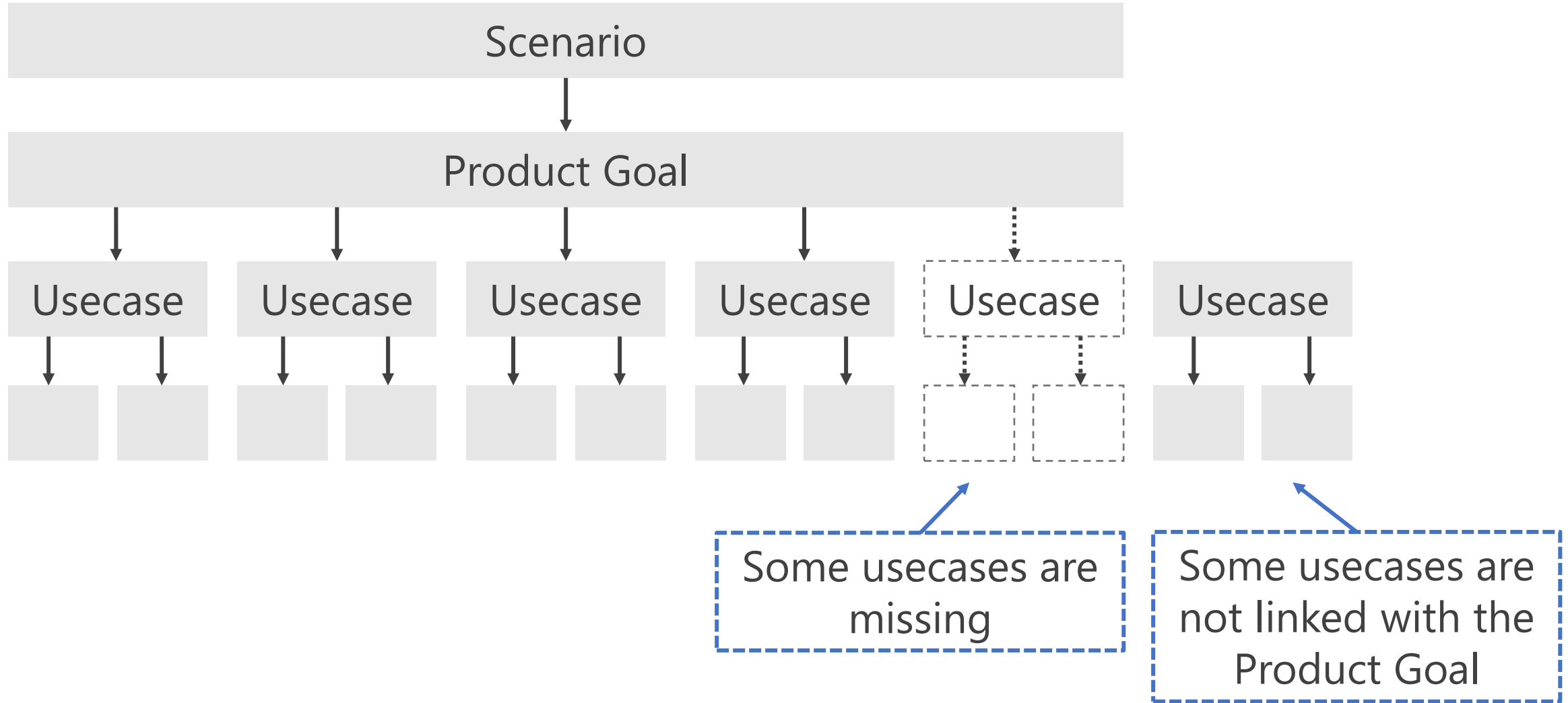
## 3. Functionalities (including demo)

- Show how the product's functionalities help users to achieve the usecases and product goals mentioned in "1. Product Overview"

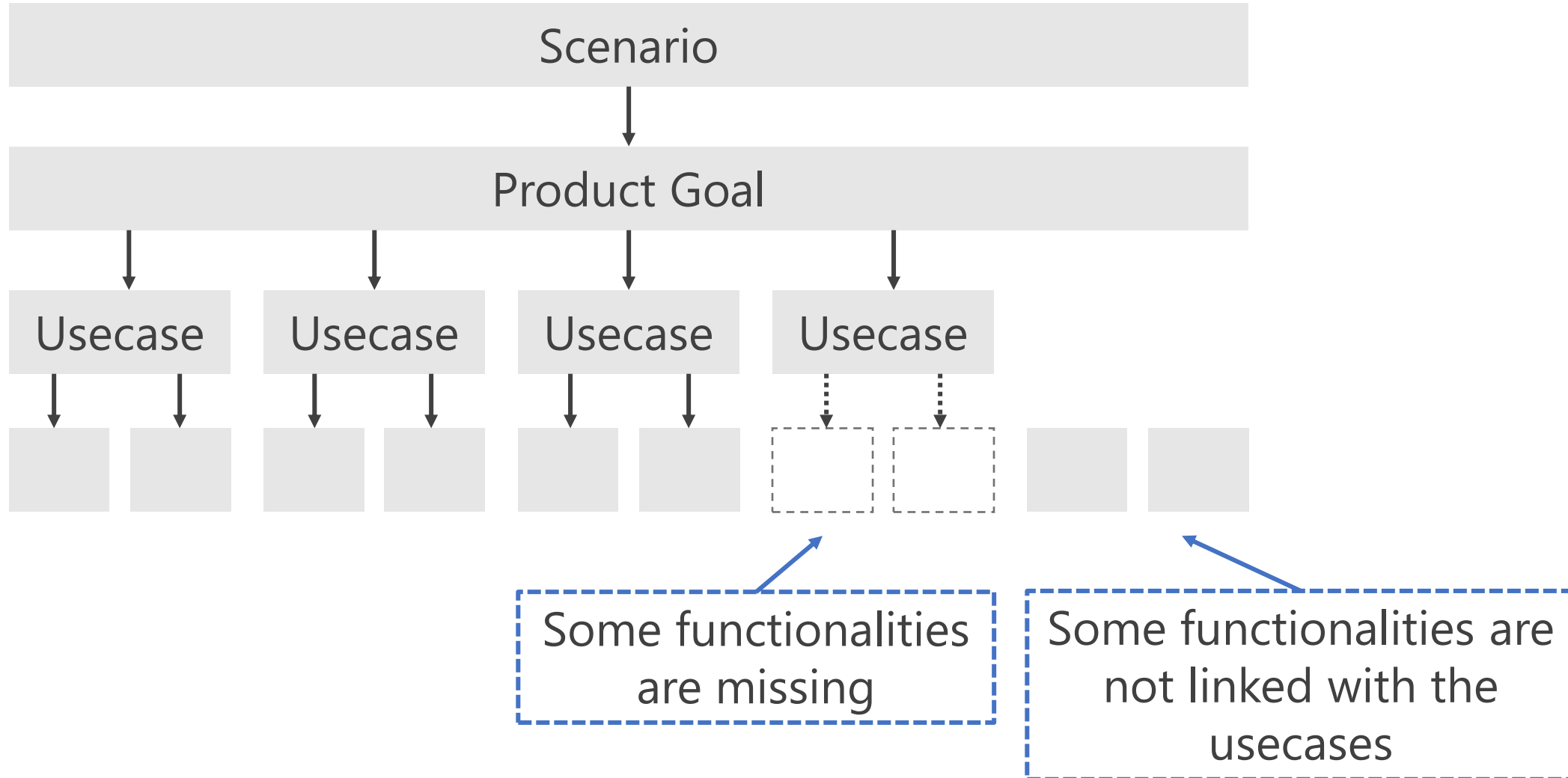
# Scoring Rubrics



# Bad example 1



## Bad example 2



# Format

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- 10 min: Presentation (including demo)
- 7 min: Q&A
- 3 min: Next team set-up

## Remarks

- Time management is strict; your presentation must conclude when the 10-minute period ends.
- The presentation and Q&A language is English, as some of the judging members are non-Burmese
- You can decide who will be the presenters. At least three people need to speak in the presentation (it is fine for all team members to speak if you want)

# Next steps

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## **Dec 14<sup>th</sup> (Thu)**

13:00-15:00 Consultation for final pitch (Optional)

You can consult with the organizer team for their feedback if you have anything to consult about the presentation

## **Dec 15<sup>th</sup> (Fri)**

9:30 – 12:00 Finalizing the presentation

12:00 Submit the Near-Final version of the product, pitch deck and use cases

13:00-16:00 Rehearsals

Each team has a 30-minute slot for rehearsing and getting feedback (book the slot [here](#))

By 23:59 Submit the Final version

GitHub link (or invite JICA-Myanmar) + web app link (if you deploy)  
+ pitch deck & usecase list in Google Drive



# Remarks

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- It is a good time to go back to your whiteboard and revisit the scenario analysis you have conducted. Make sure that Product Goals, Usecases, and Functionalities are tightly linked with each other and in line with the scenario.

# **Good Luck!**

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