## [A1] Storyboard - Team 12

Part 2: Create a Story Board using Sticky notes:

Basic information on the number of episodes per season and length of broadcast	Entrepreneurs present their business ideas to a panel of judges (Sharks)	Shark Tank is a TV program that will be broadcast on the air.	Outline		Statistical sindicators such as indicators such as average assessed value, maximum assessed value, enaimum assessed value, etc.	Comparison of deal success rates by industry category	Total number of deats in the data set and percentage of successful deats	Descriptive Statistics	
Advertising effectiveness of Shark Tank in terms of viewership and influence.	Help entrepreneurs increase visibility and promote their products and services through Shark Tank's success stories	An Opportunity for entrepreneurs to receive advice and assistance in obtaining financing and growing their business	Purpose & Benefits	Backo		Deal trends and background fectors over the past several years	Variation in deal success rates by season and episode	Time Series	Į
Identification of success factors through comparison of comparison of successful and unsuccessful and unsuccessful and unsuccessful and	Case studies of failed entrepreneurs and lessons learned	Examples of entrepreneurs who have succeeded with Shark Tank and their success factors	Successes & Failures	Background	Comparison of success rates of deal types	Relationship between frequency of participation and deal closing rate per Shark	Comparison of Deal Success Rates by Entrepreneur Gender	Specific Elements	Data
	Guidelines for selection process and presentation points	Information on how and under what conditions to apply	Application Process		Comparison of average valuation of successful and unsuccessful deals	How the assessed value changed as a result of price negotiations	Relationship between the amount demanded by the entrepreneur and the actual valuation	Valuation	
identify categories that are particularly prevalent in failed deals	Identify categories that are particularly prevalent in successful deals	Analyze the percentage of successful and unsuccessful deals and trends by category	Category		Burden on entrepreneurs to invest their own capital to raise funds	Difficulty in obtaining financing from banks and investors	Lack of adequate channels and networks to raise funds	Raising Funds	High percentage of failed dea
Provides guidelines for setting appropriate assessments	Identify trends in unsuccessful deals when offer price is too high or too low	Analyze the relationship between offer price and actual appraised value in successful deals	Valuation	Analysis	Impediments to financing due to lack of proper valuation and pricing	Difficulty for entrepreneurs to offer an appropriate price in negotiations at Shark Tank	Difficulty in estimating the appropriate valuation of one's business	Valuation	of failed deal cases, Large discrepancy gap between asking and
Understand the differences in negotiation styles and preferences of each Shark	Evaluate whether the particular Shark in a successful deal leads to more success.	Analyze how often each shark, participates in a deal and its propensity to actively negotiate	Shark Participation		Difficulty in properly communicating the benefits and value of his business in regional and a shark Tank Shark Tank	Lack of strategies to effectively promote their business on the Shark Tank stage	Lack of presentation and negotiation skills	Pitch & Negotiation	tween asking and deal valuations
	Over- or under- apprisisal may not attract shark interest and prevent a deal from closing	Important to establish an appropriate valuation	Valuation	Rec		Clarify excellent presentation skills, appropriate appropriate evaluations, and aggressive negotiation with sharks	identifying factors to successful deals based on category analysis and analysis of valuation	Successful Deal Elements	
	Strategies to get Sharks engaged and invested by communicating the value of their business fully.	Recommend building a strategy to prepare for negotiations with the Sharks	Negotiation	Recommendation		Clarified lessons learned from overvaluation, unclear business model, and lack of negotiation strategy	Identifying pitfalls of falled deals based on category analysis and analysis of the relationship between offer price and valuation	s Failed Deals Lessons	- Filmings
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