**MARKING FORM – PROJECT: TEAMWORK & PRESENTATION**

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| Team Name: |  |  |
|  | Student (Ākonga) Name | Student ID |
| Student 1: | Gizelle Alarcon | 20210438 |
| Student 2: | Jun Park | 20210558 |
| Student 3: | Francesca Schmidlin | 20210265 |
| Student 4: | Xun Wang | 20210628 |
| Student 5: |  |  |
| Date submitted: | 15 April 2021 |  |

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| **Asse** | **ssor Use Only** |  |
| Marks awarded: |  |  |
| Total Marks available: |  | 40 |
| Assessor’s Name: |  |  |
| Assessor’s signature: |  |  |
| Date marked: |  |  |

**Tutor Feedback**

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| **Assessor Use Only** | | |
| **Task** | **Marks**  **Awarded** | **Marks**  **Available** |
| **Part 1. Designing Solution and Defining Business Model** |  |  |
| Solution solves the stated problem.  https://github.com/gzelle007/Smart-Baby#x-factorunique-value-proposition |  | 1 |
| Solution focuses on minimum required functionality (MVP). 3 key features identified.  https://github.com/gzelle007/Smart-Baby#three-key-features |  | 1 |
| Solution design includes outline of:   * 3 key features   https://github.com/gzelle007/Smart-Baby#three-key-features   * What will be built   https://github.com/gzelle007/Smart-Baby#what-will-be-built  What help /resources are needed  https://github.com/gzelle007/Smart-Baby#resources-needed |  | 3 |
| Solution mock-up / prototype provides a clear view and understanding of the product/service. Includes 3 key features.  https://github.com/gzelle007/Smart-Baby#what-is-buddy |  | 3 |
| Solution prototype validated with customers/early adopters (evidence available). |  | 2 |
| Business model documented; Lean Canvas sections completed:   * Problem & existing alternatives * Solution * Key metrics * Cost structure * Unique value proposition * Customer segments & early adopters * Unfair advantage * Channels   Revenue streams  <https://github.com/gzelle007/Smart-Baby#validation-by-early-adopterscustomers>  <https://github.com/gzelle007/Smart-Baby#lean-canvas>  Third Lean canvas |  | 8 |
| Business model is well-considered and sustainable.  Refer to Github, starting point. |  | 1 |
| Business model validated with stakeholders. |  | 1 |
| **Part 1 Total** |  | **/ 20** |
| **Part 2. Pitch / Presentation** |  |  |
| Persuasiveness - How likely are customers to buy the product/service? How convincing?  1, Refer to Github 05 Market Validation.  2, https://github.com/gzelle007/Smart-Baby#x-factorunique-value-proposition |  | 2 |
| Clarity of delivery: overall structure clear, logical flow, simple, easy to understand, main points summarised |  | 2 |
| Style of delivery: well presented, polished, engaging, original, confidence. |  | 2 |
| Timing of delivery: within given timeframe. |  | 1 |
| Q&A: Listened to and replied to questions in an open and positive manner. |  | 1 |
| All team members contributed. Yes. |  | 2 |
| **Part 2 Total** |  | **/ 10** |
| **Teamwork** |  |  |
| Discussions: evidence of team discussions, including ideas and suggestions from all team members.  Yes, We have several group meeting regarding this project. |  | 2 |
| Problem solving and decision-making.  Group effort for each problem. |  | 2 |
| Time Management and Planning: evidence of task planning and scheduling. |  | 2 |
| Team Spirit: support, encouragement and team spirit. |  | 2 |
| Communication: evidence of regular team comm. |  | 2 |
| **Teamwork Total** |  | **/ 10** |
| **TOTAL TEAMWORK & PRESENTATION** |  | **\_\_\_\_ / 40** |