Why is the Demo part of the course?

- You will have to demo your product/team/technology throughout your career
  - To investors
  - To customers
  - To evangelize your tech (internally)
  - To convince an organization to follow your idea
  - To get funding / developers / support
  - …

- Treat this as a test run to learn!

- If the demo is busy you may get to do this x10 times!

Suggested Tips

- Remember your audience are a 'cold read'. You have curse of knowledge

- Sometimes technologist lead with technology
(hard to understand context until we know the purpose)

- Enthusiastic but don't rush

- You *can't fit everything into 5 minutes.*
  - The solution is to work out what is *truly* important?

- Practice

Possible Format

1. What was the *problem* you solved (why did you do this? context, attention)

2. What did you solve the problem (product created)
    a. Nice if there is data in the system
    b. Nice if you can show and end to end journey solving the identified problem

3. What was the tech behind it?
    a. What and why?
    b. Hardest part?
    c. What would you change?
    d. Pros/Cons

4. Where would this go?

Many examples/tutorials