Module III Business

Pitch Course

Topic 2
Structure of the pitch.

Lesson 2: Introduction to the team

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ONCE THIS LESSON IS COMPLETED AND APPROVED, LEARNERS WILL BE ABLE TO:

1. Introduce themselves
2. Introduce the people working with them

IN THIS LESSON, WE WILL LEARN:

HOW TO MAKE A TEAM PRESENTATION THAT ENLIGHTENS ITS STRENGTHS AND CAPACITY TO DEVELOP THE PROJECT PRESENTED IN THE PITCH

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1. WHO YOU ARE?

You might be the only representative of your project on stage, but you need to show to your audience that you are not the only one involved in it.

So here you should introduce yourself: "hello, my name is XX" and name the rest of your team members.
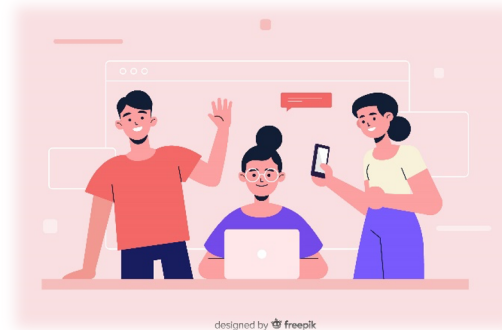
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1. WHO YOU ARE?

Depending on your situation, you will adapt your presentation:

1. IF YOUR TEAM IS PHYSICALLY PRESENT DURING THE PITCH

If you have a small team and that others can also attend the pitch, it might be a good idea to have more than one person participating in your presentation.

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You have a very limited time, so you should have no more than 2 or 3 speakers to present the project.

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1. WHO YOU ARE?

Depending on your situation, you will adapt your presentation:

2. YOU ARE THE SINGLE REPRESENTATIVE OF YOUR TEAM DURING THE PITCH

Start with introducing yourself.
Then, if you use a digital support, an option would be to **show a picture of other team members**, so your audience can put a face on them.

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1. WHO YOU ARE?

Depending on your situation, you will adapt your presentation:

3. YOU DON'T HAVE A TEAM

Even if you are engaged alone in this venture, **a project always involves third people** with whom you will have shared your ideas to build up your project, **it can be good to mention them**, showing that you are already receiving external support that inspires you to develop a strong project.

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1. WHO YOU ARE?

Depending on your situation, you will adapt your presentation:

4. YOUR TEAM IS BIG

If you represent a big team, you can not name each member one after the other, so you should just make a general presentation telling:

•How much you are
•General background and expertise.

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2. YOUR TEAM REFLECTS YOUR VALUE

Therefore, your introduction of your team should include:

TEAMWORK IS THE KEY TO SUCCESS

An introductory word **explaining how this team was brought together**.

How it provides complementary skills that answer to your project needs

Brief word on expertise and technical fields covered

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2. YOUR TEAM REFLECTS YOUR VALUE

Therefore, your introduction of your team should include:

Key previous experiences and achievements of the team

Last but not least: **the capacity of collaboration of these individuals to work as a team** and commitment toward the project.
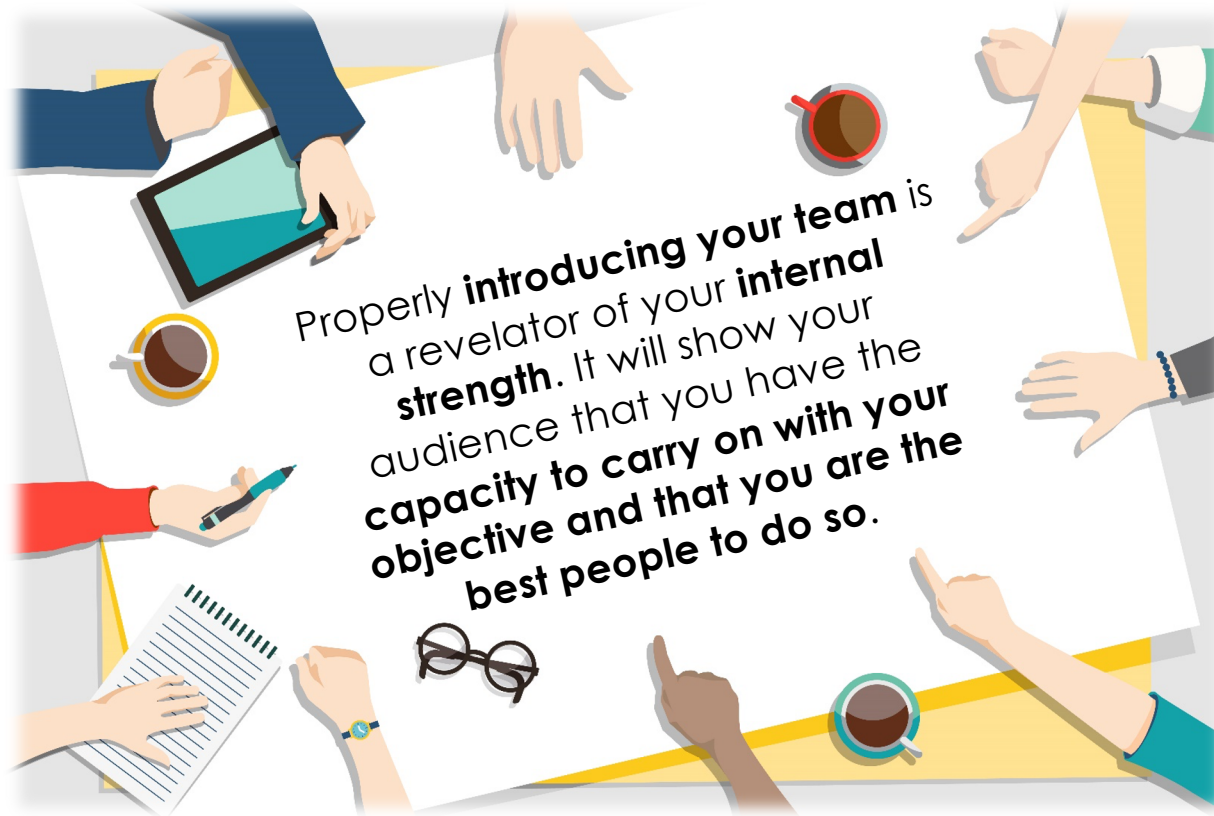
 As we are talking about pitching, this exercise should be synthesized into the maximum, avoid dedicating more than 2 or 3 sentences to this presentation.

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CONCLUSION

Properly **introducing your team** is a revelator of your **internal strength**. It will show your audience that you have the capacity to carry on with your objective and that you are the best people to do so.

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