



ELEVATOR PITCH COMPETITION - RULES

1. What Is an Elevator Pitch?

An Elevator Pitch is a quick way of putting across the fundamental elements of a project, a business idea, a social cause or even one's professional qualifications and capturing the other person's attention to prompt him/her to action. The Elevator Pitch Competition is intended as a vehicle to encourage students to develop this specific skill and test it in a competitive environment.

2. What Do You Need To Do To Participate?

- Register at <http://bit.ly/Spring2016EPC> providing your full name, email address, category and course(s) for which you are doing the pitch. Unless otherwise required by professors, you can use the same pitch for multiple courses.
- Prepare a 1-minute pitch
- Practice, practice, practice!

3. Key Dates

Save these dates on your calendar:

- **February 3rd, 12.45-13.30 (T.G.3):** Official Elevator Pitch Workshop where the rules and dynamics are explained; detailed information will be emailed to all participants after the workshop
- **February 18th :** deadline to register through Eventbrite (see link above)
- **February/March:** prepare and practice pitch (see below, [SpeakUp practice sessions](#))
- **Monday, March 14th to Wednesday, March 16th (Corsini 2):** first round, students present their pitch in front of a jury, without an audience (closed doors event). Specific dates and times will be communicated to students individually after the Registration deadline. In the event of a conflicting class you will be able to submit a video instead (see below, [Submission of video](#)).
- **Monday, March 21st, 6.30pm (Tiber Cafè):** Elevator Pitch Competition Final Round. Three Finalists for each category present to the jury in an open forum.

4. Evaluation Criteria

A panel of three JCU professors will evaluate and judge the pitches. The pitches will be evaluated on the basis of:

- Substance: clarity and persuasiveness of the argument presented
- Delivery: attention to tone, volume, pronunciation and pace
- Non-verbal communication, including attire (see [Suitable Attire](#) below) and background
- Timing: pitches will be cut off after 60 seconds

The jury's judgment will be expressed in a scale of 1 to 5, as follows:

5 = Excellent presentation on all counts = A

4 = Very good presentation with minor issues in one or more evaluation areas = B

3 = Pitch can be significantly improved but is satisfactory overall = C

2 = Pitch is incomplete and severely lacking in one or more evaluation aspects = D

1 = Candidate does not even try = F

Professors may either attend their students' closed-door presentations and assign grades independently, or rely on the evaluations of the jury, following the scale outlined above.

5. IFE Elevator Pitch Workshop

IFE Director, Prof. Silvia Pulino, will walk participants through the competition rules, illustrate what makes a good pitch, and provide examples of good and bad pitches. Students will be able to ask questions and clarify doubts. Material from the workshop will be circulated to all participants after the event.

6. Categories

Participants can choose among these three categories:

- **Business:** you aim to persuade investors to support your business idea financially
- **Advocacy:** a pitch for a social or charitable cause, with a strong call to action (donate, join, change habits, promote, etc.)
- **Personal:** the candidate's answer to the interviewer's question "Why should I hire you?"

7. SpeakUp Practice Sessions

SpeakUp, the JCU Public Speaking Club, will provide multiple practice sessions in which you will first present your pitch, and then a panel of peers help you improve it in terms of structure, language, delivery and non verbal cues. If you are interested please contact Charles Tabansi at ctabansi@johncabot.edu.

8. Video Submissions

In the event that your first-round pitching session coincides with another class, you will be able to submit a video of your pitch. It is recommended that you have a friend video record your pitch; you should pay special attention to lighting, background, distance from the camera (half bust preferred) and registration volume. When the video is ready, upload it to Youtube and send the link to entrepreneurship@johncabot.edu, no later than **midnight on Sunday, March 13**.

9. Prizes

The winner in each category will be awarded a certificate and their choice of the following: a prize in kind; a donation of €100 in their name to a charity they select; or a €100 Amazon voucher. In the past prizes in kind have included a round trip to Milan to take part in an International Bar Camp, a round trip to Florence to visit a leading Innovation Hub, ticket and round trip to Expo Milan 2015 and participation to digital media workshops; the value of such prizes is in the €100-200 range.

10. Final Ceremony

The Elevator Pitch final appointment will take place in the **Tiber Café** (Tiber Campus) on **Monday, March 21st, at 6.30pm**. Finalists will deliver their pitches in front of an audience and of the Panel. The Award Ceremony and a light reception will follow the final selection of the winners. Bring your friends to vote for you and cheer!

10. Suitable Attire

The pitch assumes a professional setting. You should dress as you would for a business occasion or for a job interview. A suit is not mandatory, but decorum is a must. Avoid rolled up sleeves, untucked shirts, mini-skirts, shorts, sneakers, flip flops, and generally unkempt, crumpled clothing. Hair should be tidy, beards and moustaches well-trimmed.

11. FAQs

Do I have to pay a fee to participate?

No, participation is part of your course work and therefore there is no fee associated with it.

Do I have to have a separate pitch if I am selected as a finalist?

No, you can participate with the same pitch you have prepared for the first round.