Nov. 18-19  Online overseas training by UCSD

[Date] Nov. 18-19 10:00-13:00  Online by Zoom

[Participants] Trainee: 13 people (UTokyo teacher: 3, graduate: 5, corporate/government: 3) 7 teams

[UCSD] Staff: 3 people, Team mentors 4 people + Guest mentors 2 people

[Schedule for Nov. 18]
• 10:00-11:30  7 teams  Presentation of business plan and Q&A
• 11:45-13:00  Meetings with each mentor

[Schedule for Nov. 19]
• 10:00-11:30 DENNIS ABREMSKI: Comments on presentation on Nov. 18 and elevator pitch (see slides below)
  • Good point: provide value by unique technology
  • Need for improvement: too much information on each slide, unclear assertion, need for distinguishing achievement from hypothesis

... A Few Key Elements

- Set up
  - Grabs Attention
- Actor
  - Has the Need
- Customer
  - Problem
- Story Arc

Relatability
- Why You Care

Punch Home
- Points

Close
- Or “Ask”

Remember to Punch Home Your Points

Especially at the End...Make It Memorable