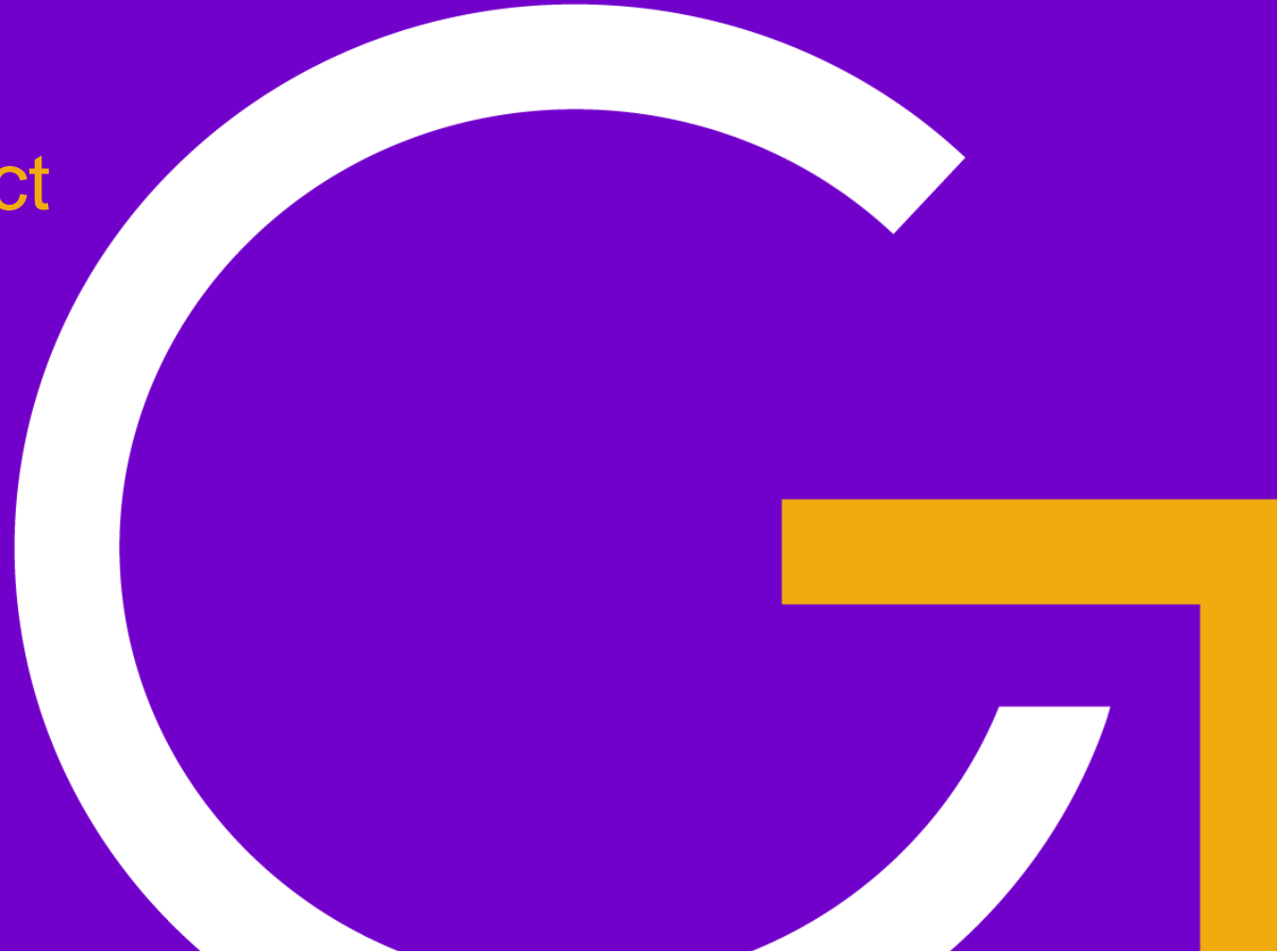


Training Module 4

Pitch: The Final Project



Preparing phase

Lecture 1

How to prepare a great pitch?

In this final module we will check how these tools contribute to the training of SMEs.

Throughout this action we approach career management through lifelong learning, work context learning and the internalization of entrepreneurial skills in SMEs.

We detect strengths and weaknesses in our organisations by applying the tools available.

Through the previous working groups and this action, we clearly see the added value that the application of this methodology can bring to SMEs.

Each of the SMEs represented here will present the result of their implementation through a Pitch.

Preparing phase

Lecture 1

How to prepare a great pitch?

You need to answer to the following questions:

- In your organisation was career management already done?
- What strategies have now been defined?
- How are lifelong learning (experiences) capitalized on employees?
- What approach have you applied to learning in the context of work (formal, non-formal, informal)?
- What is the reaction of workers?
- How have you applied the tools for the assessment of entrepreneurial skills?
- What skills have been in place?
- What is the great advantage of applying this approach in my organisation?

At the end of each Pitch the trainer must collect the weaknesses and strengths of the different implementations, so that in the end they can be presented to the group and manage the final debate.

Preparing phase

Lecture 1

How to prepare a great pitch?

Entrepreneurship
Lecture 1

Programme:

| | |
|------------|---|
| Start time | Check in |
| After 30 m | Welcome to participants |
| After 15 m | Each of the SMEs will present its Pitch (3-5 minutes) |
| After 1h | Debate |
| After 30 m | Coffee break |
| After 15m | Each of the SMEs will present its Pitch (3-5 minutes) |
| After 1h | Debate |
| After 30 m | Final considerations & Thanks to those involved |

Preparing phase

Lecture 1

How to prepare a great pitch?

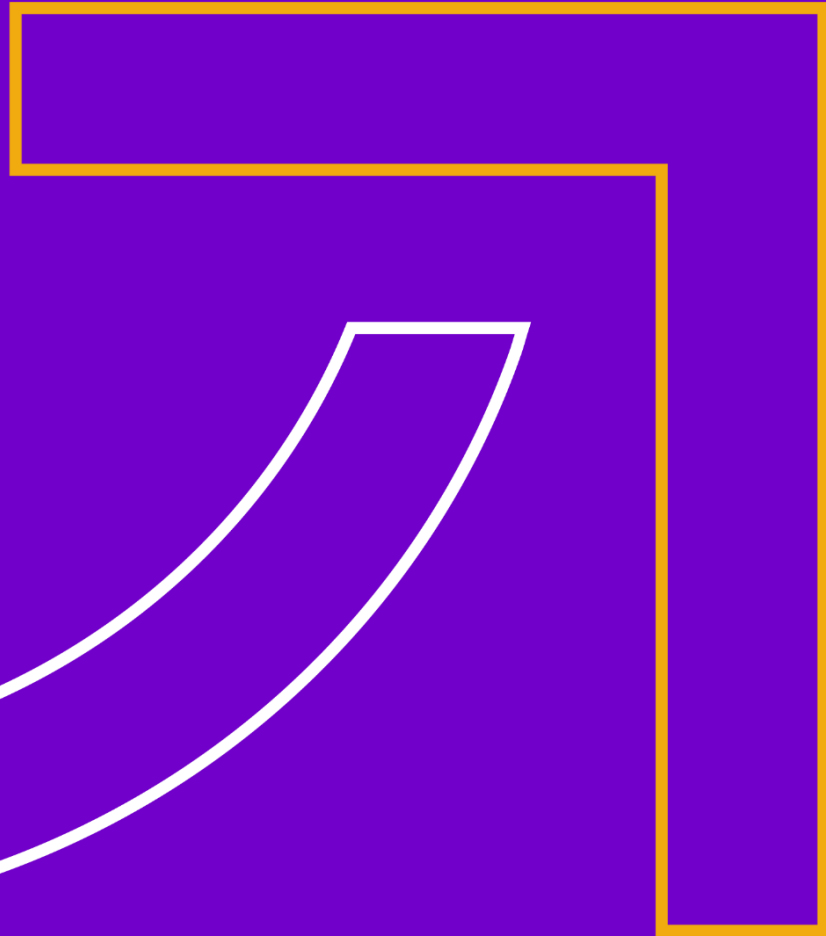
Growing

The Pitch must respect the following structure:

| Problem | Solution | Final |
|---|--|---|
| Present the problems, challenges, obstacles or needs you have identified in your company. | Taking into consideration the problem, how did you solve it? Who was a part of it? How long did it take? What tools, methodologies or techniques did you use? What results did you have with applying these? How can your case apply to other companies? | Take this moment to make your mark. Finish with a summary of your project, with a phrase or with a question for the audience to reflect on. |

The **Final Pitch** will allow you to share experiences and exchange ideas to help solve the difficulties experienced.

Thank you for being part of the project!



Growing