

# Names:

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	Disagree		Agree		
<u>The pitch</u> : The message was delivered in the allocated time	1			5	
<u>The entrepreneurs</u> : I would be eager to invest in <u>this team</u> based on what I heard today	2	4	6	8	10
<u>The business model</u> : The refined business model is complete, clear to me and seems very feasible	1	2	3	4	5
<u>External analysis</u> : I am clear that the steps of the analysis were carried out and how the findings are relevant to the strategy being proposed	1	2	3	4	5
<u>Internal situation</u> : An appropriate internal situation is defined and the required resources and VRIO speak to the strategy being proposed	1	2	3	4	5
<u>Strategy</u> : The SWOT and business strategy are clear to me, as are the functional strategies for implementation, e.g. marketing, financing, etc...	1	2	3	4	5
<u>Ability to think on feet</u> : Answers to the judges' questions were strong	1	2	3	4	5
<u>Total score</u> =					