

Center for Learning and Development

“COMPETITION PITCH “INVESTMENT EXPO”

MARK YOUR SHARK

09 THURSDAY MAY 2024
TIME : 11:00 AM ONWARDS

VENUE : AUDITORIUM, LLOYD SCHOOL OF LAW

:: ATTENDEES ::
PARTICIPATING BATCH - LL.B. (2022-25)

:: Distinguished Judges ::



Mr. Bhumesh Verma
Managing Partner
Corp Comm Legal



Ms. Kanishka Tyagi
Partner
Legum Amicuss



Mr. Varun Vaish
Partner
Luthra & Luthra Law Offices

:: Organizing Committee ::



Mr. Akshay Agarwal
Training Consultant
Lloyd Law College



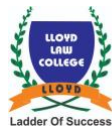
Dr. Shrikant Juneja
Senior Manager
Lloyd Law College



Ms. Garima Lakhanpal
Trainer
Lloyd Law college

:: PRIZE MONEY::





CENTER FOR LEARNING AND DEVELOPMENT

COMPETITION PITCH "INVESTMENT EXPO"

MARK YOUR SHARK

LL.B. (2022-25) :: Thursday 09 May 2024, IST 11 AM

Tue.-07-May-2024

MARK YOUR SHARK ::

Developing and presenting a strong business idea for investment requires a lot of hard work, enthusiasm, and commitment. The Center for Learning and Development at Lloyd offers a competitive and dynamic business contest for their law students of LL.B. (2022-25). In this program, participants will work in teams to present their business ideas and proposals. At the same time, a group of experts will be present to analyze each pitch and provide feedback based on the strengths and weaknesses of the proposal. Experts would assess the performance of the team on the basis of set parameters with cumulative scoring sheet.

EVALUATION CRITERIA ::

The evaluation of the team will be based on the following parameters:			
S.No.	Idea	Pitch	Marks
1	Creative Business Idea	Pitching the Product/Services and its unique selling points	10
2	Presentation Skills	Presenting the idea with role play, story building and clarity of thought	10
3	Negotiation Skills	Giving best opening offer, Handling counter Offer, Tradeable, etc.	10
4	Confidence and Body Language	Using gestures, facial expressions and voice modulation.	10
5	Business Analysis	Balanced Pitch and Proposals and analysing counter offer	10
Total Marks			50

COMPETITION RULES ::

1. Team must have an organisation name, a product/s or service/s for a display must consist of minimum 05 to maximum 12 members.
2. Team must send their pitch/proposal presentation in the form of PowerPoint Presentation to be submitted to CLD by **Wednesday 08 May 2024 before 4:00 pm @ cld@lloydlawcollege.edu.in**
3. The file name of the PPT should be Company Name, Program and Batch Year.
4. Data shared in the PPT will be considered final submission of the team and no further changes will be allowed to make.
5. Each team will get 08-10 minutes to present their business idea along with the experts negotiation.

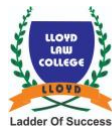


GUIDELINES FOR PRESENTATION ::

1. Start with the introduction of the team members in the beginning of the presentation.
2. List your Company name and its relevance /importance to the industry. Share the story behind your business, challenges and vision driving it. Create a logo for your business and use it on all the slides.
3. Include a good quality picture or prototype of your product or service.
4. Develop a pitch. It should be short and to the point. Make it engaging, informative and include anecdotes/story telling. You can also include humour into it. Keep in mind what the sharks are looking for in your business and address that in your pitch.
5. Share the business and marketing plan including sales forecast, costs, market research, customer base and long term goals.
6. Share your market research whether online or offline. Details about target market and how your product/service will benefit them.
7. In terms of research for both product and service, be thorough with data and numbers. Collect as much data possible on pricing, market opportunity, demand and sales.
8. Web presence - details about the website, unique features, services offered. Explain your strategy of using social media for promotion of the product.
9. Identify competitors. How your product or service different from competitors? Talk about competitor's market share/ presence. How you are thinking of making this business idea into a successful business (supported by data about competitors)?
10. Patent details: If applicable.
11. Talk about how much you are asking from the Sharks (supported by numbers).
12. Cost analysis can include - expenses, labour cost, operational cost, shipping costs, manpower, total cost, pricing, net profit.
13. Participants are encouraged to present something fresh or new or building on previous models.
14. Use good quality images/graphics.
15. Include everything in the presentation. Anticipate the questions that can be asked while making the presentation.
16. Understand negotiation techniques , be flexible but do not compromise on quality.
17. Be ready for Negotiation offers and counter offers to avoid wasting too much time.
18. Avoid overvaluation, lack of preparation or poor communication.
19. Presentation should be concise with more visuals and pointers.
20. Show your gratitude towards the Shark and thank everyone before ending your presentation.

DISTINGUISHED JUDGES ::

- **Mr. Bhumesh Verma** (Managing Partner, Corp Comm Legal).
- **Mr. Varun Vaish** (Partner, Luthra & Luthra Law Offices, India).



- **Ms. Kanishka Tyagi** (Partner, Legal Amicuss).

ORGANIZING COMMITTEE ::

- **Mr. Akshay Aggarwal** (Training Consultant, Lloyd Law College).
- **Dr. Shrikant Juneja** (Senior Manager, Lloyd Law College).
- **Ms. Garima Lakhanpal** (Soft Skills Trainer, Lloyd Law College).

ATTENDEES ::

- **Participating Batch :: LL.B. (2022-25)**

DATE & TIME :: Thursday 9 May 2024, IST 11 AM.

VENUE :: Auditorium, Lloyd School of Law.

PRIZE :: Certificates and Attractive Cash Prize for the Winners

- **1st Position :: 10000/- INR** (Ten thousand only)
- **2nd Position :: 9000/- INR** (Nine thousand only)
- **3rd Position :: 8000/- INR** (Eight thousand only)
- **All the Remaining Teams :: 3000/- INR** (Three thousand only)

IMPORTANT POINTS ::

- All the participating teams must reach the above-mentioned venue 05 minutes prior to the event.
- Team wise performance time slot will be shared soon for the smooth execution of the event.

Hope to see you all participating with full zeal and encashing this golden opportunity to keep yourself a step ahead with the skills which are needed to be industry ready.

Dr. Mohd. Salim

Senior Director & Dean

Lloyd Law College & Lloyd School of Law

director@lloydlawcollege.edu.in