



Center for Learning and Development
under the aegis of Lloyd Law College

“COMPETITION PITCH “INVESTMENT EXPO”

MARK YOUR SHARK

 **19** | Fri. APRIL 2024
TIME : 11:00 AM IST

VENUE : SEMINAR HALL, LLOYD LAW COLLEGE

:: ATTENDEES :: PARTICIPATING TEAMS & B.A.LL.B. (2020-25)

:: Eminent Experts ::



Mr. Bhumesh Verma
Managing Partner
CorpComm Legal



Mr. Gaurav Nayak
Sr. Vice President - Business
Development and Human Resources,
Inflection Point Ventures



Mr. Mayank Agarwal
Sr. Manager - Legal, Inflection
Point Ventures

:: Distinguished Resource Persons ::



Mr. Akshay Agarwal
Training Consultant
Lloyd Law College



Dr. Shrikant Juneja
Senior Manager
Lloyd Law College

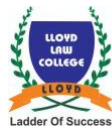


Ms. Garima Lakhanpal
Trainer
Lloyd Law college

PRIZE :: ACCOLADES AND ATTRACTIVE CASH PRIZE FOR THE WINNERS



|| Register your Team and Place your Pitch! ||



CENTER FOR LEARNING AND DEVELOPMENT

INVESTMENT EXPO :: "MARK YOUR SHARK"

B.A.LL.B. (2020-25): Fri. 19 April 2024

Tue.-16-Apr-2024

COMPETITION PITCH ON "INVESTMENT EXPO :: "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 B.A.LL.B. (2020-25). 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:

1. *Creative Business Idea: Pitching the Product/Services and its unique selling points (USP's) (10 Marks)*
2. *Presentation Skills : Presenting the idea with role play, story building and clarity of thought. (10 Marks)*
3. *Negotiation Skills : Giving best opening offer, Handling counter Offer, Tradeable, etc. (10 Marks)*
4. *Confidence and Body Language (10 Marks)*
5. *Business Analysis: Balanced Pitch and Proposals and analysing counter offer. (10 Marks)*

Total Evaluation Marks: 50 Marks

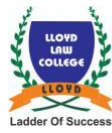
RULES & REGULATIONS ::

1. Teams must have an organisation name, a product/s or service/s for a display must consist of minimum 5 to maximum 12 members.
2. Teams must send their pitch/proposal presentation in the form of PowerPoint Presentation to be submitted to CLD by **17th April 2024 @ 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 8-10 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. Explain 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



EMINENT EXPERTS::

- **Mr. Bhumesh Verma::** Managing Partner, Corp Comm Legal
- **Mr. Gaurav Nayak ::** Sr. Vice President - Business Development and Human Resources, Inflection Point Ventures
- **Mr. Mayank Agarwal ::** Sr. Manager - Legal, Inflection Point Ventures

DISTINGUISHED RESOURCE PERSONS:

- 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

DEDICATED FACULTY INCHARGE

ATTENDEES :: B.A.LL.B. (2020-25)

DATE & Time :: Friday 19 April 2024, IST 11 AM

VENUE :: Seminar Hall, Lloyd Law College

Important:

- **All the participating teams must reach the above mentioned venue 5 minutes prior to the event.**
- **Team wise performance time slot will be shared soon for the smooth execution of the event.**

PRIZE :: Accolades and Attractive Cash Prize for the Winners

1st Position: 10000/- INR

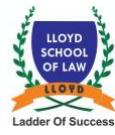
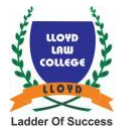
2nd Position: 5000/- INR

3rd Position: 3000/- INR

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.

Excellence is not a skill, it's an attitude. '

- Ralph Marston



Dr. Mohd. Salim

Senior Director & Dean

Lloyd Law College & Lloyd School of Law

director@lloydlawcollege.edu.in

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