

Oral presentation - Jury's assessment grid

Instructions:

The aim of this exercise is to put students in a position to present their ideas, engage and persuade, while remaining open to the confrontation of representations and perceptions.

During the pitch, the jury observes content and form, as well as the team's ability to answer questions after the presentation. Any comments, questions or remarks should help the young people to think things through more thoroughly, so as to gain in coherence and robustness.

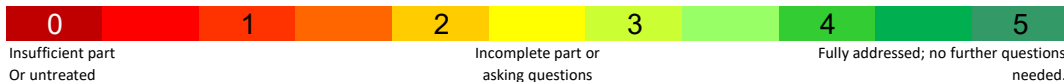
Basically, the coherence of the project takes precedence over its technical feasibility or apparent financial viability (even if you can question them on the assumptions they have made). The aim is to foster critical thinking among the students, and to remain attentive to the scenario they have imagined and the strategy they have envisaged.

In terms of form, the jury looks at the way in which needs or problems are presented, the dynamism of the presentation, the ability of the young people to convince, the mastery of verbal and non-verbal language, and the use of a variety of media. visual tools or physical evidence.

Project evaluated: _____

Name of jury: _____

Scale:



Section	Items	Points
Content	The problem/market need is clearly identified and communicated	
	The value proposition for customers and consumers is clear	
	The business model (the way to make the activity sustainable) is mentioned	
	A coherent approach to sales strategy	
	The vision of the project's future is a link between opportunities and threats	
Form	The pitch is structured and clear	
	The pitch is convincing / the team knows how to reassure listeners	
	Presentation materials are attractive, clear and useful	
	Entrepreneurial drive and motivation are clearly appreciated	
	The team delivered a surprising or impactful element ('wow effect')	
Sum		0
Note		0

Overall assessment