

Tips for Dragons' Den

1. Check out the requirements - Content, time, mark allocation
2. What is the purpose of the presentation?
3. Organize your presentation
4. Techniques, Style, Diction
5. Trouble-shooting

Organise Your Presentation

- Get their attention
- Crystallise your product/service - need to mention your product/service within first 30 seconds
- Start with the main thing you want the judge to know from each marking section.
- Organise presentation into logical sequence.
- Time allocation: opening 10-15% ; body 70-80% ; closing 10-15%
- Closing - end with a striking summary or sentence
- Thank the judges and audience for their attention

Techniques Style and Diction

- Eye contact
- Team conduct, presentation and style
- Decide who will make the presentation
- Diction
 - Can people hear you clearly
 - Choice of words
 - Expression
 - Enthusiasm
 - Business-like
 - Speed of voice
- Smile ☺

Trouble Shooting

Practice, Practice, Practice!

If too much information, prioritise into:

1. Must know
2. Should know
3. Nice to know