

We will start at 13:15

Intelligent buildings

Clinic 2

Håkan Mitts

A couple of Zoom instructions

- Rename yourselves to “1 – My Name”, i.e. put your team number before your name
 - Participants – hover over yourself – more – rename
- To help manage breakout-rooms, choose your own breakout room based on team.
 - Team number = breakout room number
 - 1, 3-11

Objective of the day

Effective presentation

Dress rehearsal

https://doodle.com/poll/qxgmfu69e4y6739u?utm_source=poll&utm_medium=link

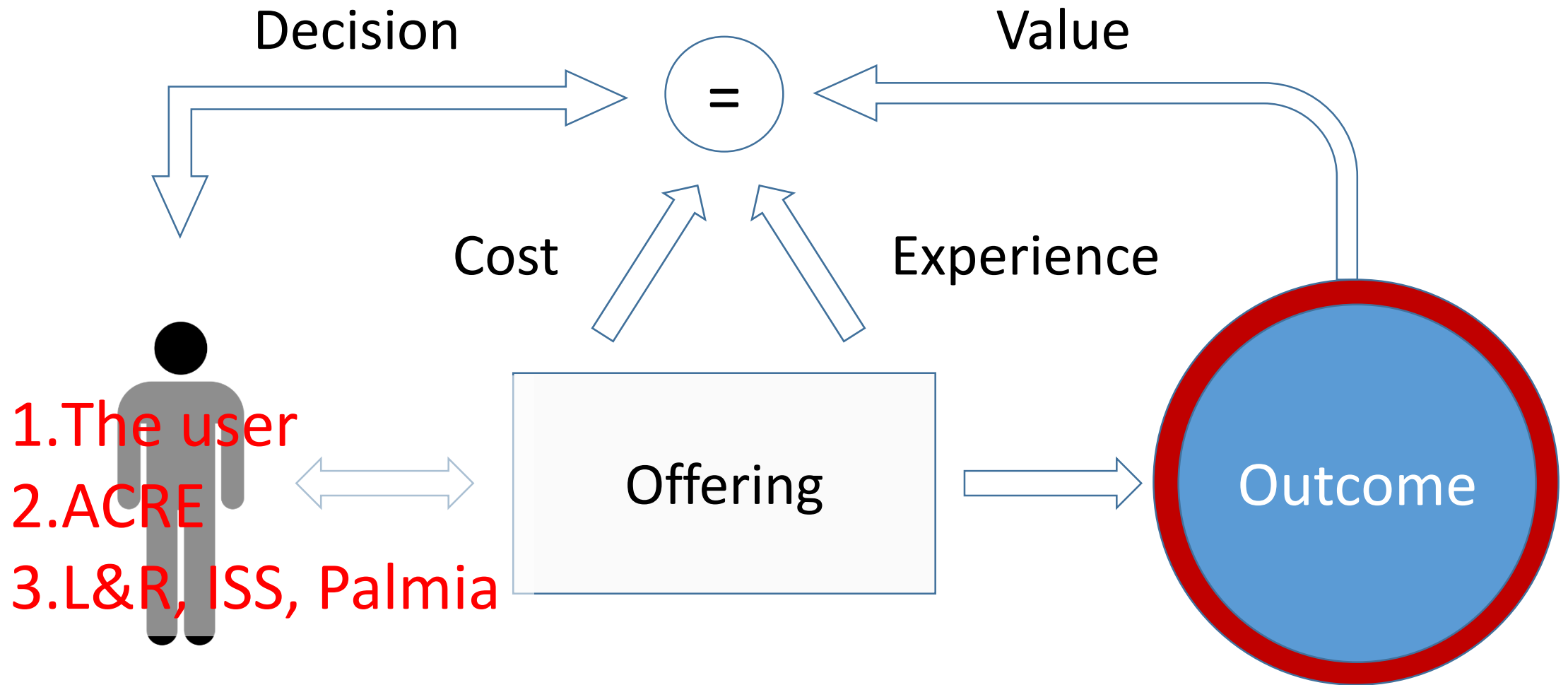
Objective of the day - learning-wise

- 1 – Hone your proposal
- 2 – Practice pitching

What are we looking for?

Homework before next clinic

- Have a 4 slides summary of your chosen solution
 1. Problem (who has the problem and what is the problem)
 2. Solution (not in technical terms but in terms of benefits for user)
 3. Business case = value for ACRE
 4. Business case = value for ISS/L&T/Palmia
 5. Open questions

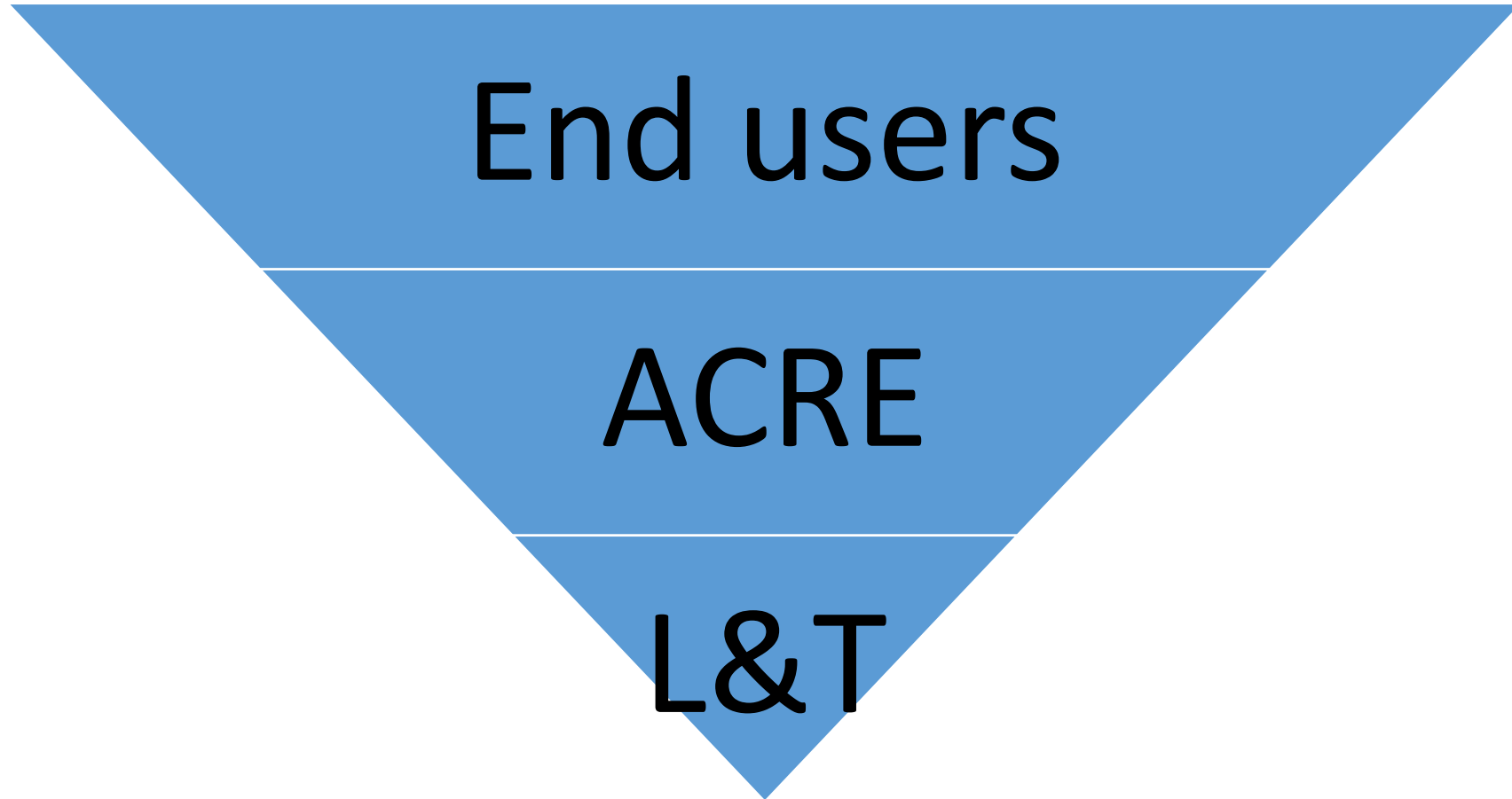


Exercise 1 – Elevator pitch

- Imagine that you meet someone from your customer company (L&T, ISS, Palmia) on the street and you would like to invite that person to the final presentations of this course.
- Write a 30 second “elevator” invitation pitch
- Breakout rooms
- 10 minutes
- Be prepared to give the pitch when we come back (no slides)

Pitching basics

Who do you want to engage?



Assignment 2

First version of the pitch

1 minute long

No slides

20 minutes

Assignment 3

Second version of the pitch

1 minute long

4 supporting slides

15 minutes