



Contribution ID: 94

Type: **Workshop/Training**

EOSC DIH Bootcamp: Pitch To Win

Monday, 19 June 2023 09:00 (3 hours)

Pitch to win

Trainer: David Beckett (Best 3 Minutes)

This practical, interactive pitch training session is designed to help members of the companies, startups, spin-off and in general members of the EOSC DIH community improve their ability to deliver concise and effective pitches.

Participants will learn how to create a compelling pitch that effectively communicates their message, captures the attention of their audience, and motivates action. Through interactive exercises participants will learn how to;

Tune their pitch to the Audience, and be clear on the Objective

Create a pitch storyline using The Pitch Canvas© and brainstorming techniques

Have a strong Opening and Closing of the pitch

Use the Power of Three to keep focused and memorable

Learn how to practice and raise the level in terms of storyline and delivery

Objectives:

The objective of this pitch training session is to offer companies, SMEs, startups, spin-offs and other members of the EOSC DIH community some guidelines and hands-on training to:

Refine the Pitch, developing a clear and concise message that effectively communicates the value proposition, progress, team and ask, with a clear Call to Action

Improving Communication Skills, developing effective presentation skills

Enhancing Investor Appeal, identifying the key factors that investors are looking for in a startup and tailoring the pitch to meet those expectations.

Increasing Confidence, helping to overcome any nervousness or anxiety that they may feel when presenting their ideas to potential investors or customers.

Manage the limited time available for your pitch!

Afterwards, you'll get access to a selection of support materials to help you put what you learned in the workshop into practice over the following weeks and months.

Session Classification: EOSC DIH Bootcamp