**Video Your Business Pitch Exercise**

(Updated: May 11, 2017)

**Instructions**

Part I: Live Presentation - every student should rehearse a business pitch of some type to his / her classmates. Audience members should use the form below to provide feedback to presenters.

|  |
| --- |
| **Video Pitch Feedback Form** |
| Student Name |  | Date |  |
| Pitch Subject |  |
| **Ranking Criteria / Points** | **Points** |
| **Presentation Style** | Presenter was relaxed, confident and enthusiastic (0 to 5 pts) |  |
| Presenter spoke with appropriate speed and volume (0 to 5 pts) |  |
| Presenter was aware of - and effectively managed - audience response (0 to 5 pts) |  |
| Presenter answered questions effectively (0 to 5 pts) |  |
| **Pitch Content** | Information was logical and clear (0 to 5 pts) |  |
| Slides / visual aides were legible and well-organized (0 to 5 pts) |  |
| The "ask" of the presentation was clear (0 to 5 pts) |  |
| **Total Points** |  |
| Notes (use back if necessary) |
|  |

**Instructions**

Part II: Video Review - student-presenters should review the video of their pitch after receiving feedback from the audience members. Students should then complete the form below.

|  |
| --- |
| **Video Review Form** |
| Student Name |  | Date |  |
| Pitch Subject |  |
| **Overall Reaction to Feedback (use back if necessary)** |
|  |
| **Specific Ways I Will Improve My Presentation Style** |
| Time in Video | Opportunity for Improvement (What I Did / How I Could Improve) |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |