Complete by yourself!

Use your phone to have these questions handy.

Write the answers on a piece of paper.

Read all the questions over before the episode so that you are better able to answer the questions.

Part A – Caleb & Lars

1. What is the product or service that the entrepreneur was pitching?
2. Two strengths of the product/service? Explain
3. Two weaknesses of the product/service? Explain
4. Who are the potential customers for the product/service?
5. What was the entrepreneur’s sales pitch?
6. How much money did the entrepreneur get?
7. How much of the business (equity) did they willingly give over?
8. Do you agree with the deal?
9. What was your overall impression of the sales pitch? Why?
10. What would you have done differently?

Evaluation

Part A – 14marks

1. 1mark
2. 2marks
3. 2marks
4. 1mark
5. 2marks
6. 1mark
7. 1mark
8. 1mark
9. 1mark
10. 2marks