

STAGE A, DESIGN - Session 7: Making the Pitch

Extension 7: The Pitch

OBJECTIVE: Note ways to improve negotiating skills for next VC session.

*Reflect on the meeting with the VC and the first round of funding. What went well?
What can your company improve?*

*Look up other examples of pitch to VCs such as those on the TV show, [Shark Tank](#).
Identify ways to improve your company's pitch to negotiate a better deal during the
next round of funding in Stage B: PRODUCTION.*