

# Preparation for the Pitching Workshop

## Dec 11<sup>th</sup>, 2018

Please watch the videos below prior to the workshop:

Steve Jobs' 2005 Stanford Commencement Address

<https://www.youtube.com/watch?v=UF8uR6Z6KLc>

The art of innovation | Guy Kawasaki | TEDxBerkeley

<https://www.youtube.com/watch?v=Mtjatz9r-Vc>

How to Pitch your Startup in 3 Minutes

[https://www.youtube.com/watch?time\\_continue=74&v=XWRtG\\_PDRik](https://www.youtube.com/watch?time_continue=74&v=XWRtG_PDRik)

3 Mistakes to avoid when pitching your startup

<https://www.youtube.com/watch?v=vT8kPwgkjo>

The Business Model Canvas -9 Steps to Creating a Successful Business Model -  
Startup Tips <https://www.youtube.com/watch?v=IP0cUBWTgpY>

Nervous vs. Excited – Simon Sinek

<https://www.youtube.com/watch?v=0SUTInEaQ3Q>

How to deliver a pitch by Mike Bradshaw

[https://www.youtube.com/watch?v=4Na6a8DbL\\_8](https://www.youtube.com/watch?v=4Na6a8DbL_8)

Networking – No one is interested in everything

<http://www.goodnewsfinland.com/opinion/networking-no-one-interested-everything/>

Science of Persuasion

<https://www.youtube.com/watch?v=cFdCzN7RYbw>

Simon Sinek - Start With Why - TED Talk Short Edited

<https://www.youtube.com/watch?v=IPYeClXpxw>