



NATIONAL LEVEL BUSINESS PLAN PRESENTATION

Organized by IIC, SPCE in collaboration with SAEINDIA WS and IIIE Mumbai Chapter

RULEBOOK

1. Eligibility: Students from any undergraduate or masters programme from any part of India.
2. Team composition: Minimum 2, maximum 4 members. All members must be present for the competition.
3. The organizers reserve all rights.
4. The judges are entitled to ask for any additional required documents of the business if need be. The decision of the judges will be final.
5. The presentation must be in the given template and should contain a maximum of 15 slides only.
6. The participants are requested to note the following time limits:

Presentation: 08 minutes

Questions: 02 minutes

Scoring system:

Category	Breakdown	Points
Novelty	How innovative and unique is the business plan?	20
Content	Did the team effectively communicate all the essential details pertaining to the business venture like business description, market analysis, competition assessment, product or service overview, marketing strategy, management and operational plan, investment proposal, etc.	20
Relevance/ Feasibility	Relevance/viability/feasibility of the proposed solution or the business/product/solution/service idea	5
Finances	Have the essential financial aspects such as 'required funding amount, profitability, repayment and exit strategies, equity, company valuation, etc.' been addressed	15
Demonstrati on and Structure	Were the teams able to effectively present their Business Plans in a straightforward, easily comprehensible, and efficient manner? Did they organize their presentation content effectively and conclude it smoothly? Did they utilize visual aids effectively? How clear and coherent were their ideas, content, and analysis?	15
Delivery	Do the speakers exude confidence, clarity, professionalism, and discipline?	10
Questions	Did the response demonstrate the team's genuine comprehension of the question without any deception? Are they truthful and self-assured in their responses? Did they communicate clearly with appropriate volume and projection?	15
Total		100

Note: The ideas deliberated by both participants and judges will be publicly available with no intellectual property rights attached.