



Nomination:

Business and Sales

Competitors:

One participant from each school. Teams will consist of two students from different schools and countries. Teams will be assigned on a blind drawing. It may occur that teams will consist of 2+ members if the final number of candidates is unpaired. The sequence number for presentation also will be drawn.

Description of the tasks and rules:

First task: Product business idea – pitching (for example, looking at economic benefits, promotion activities, etc.)

Time for task: 60 minutes + 2 minutes for presentation

Maximum number of points to be obtained: 50 pts.

Criteria	Relevance the idea to the product	Clarity of idea	Attractiveness of presentation	Time limit	Total
Number of points to be obtained	10	13	12	15	50

Second task: Product selling skills. Teams develop product's selling tactic and demonstrate selling skills to the jury.

Time for task: 60 minutes + 7 minutes for presentation

Maximum number of points to be obtained: 100 pts.

Criteria	Description of product	Ability to install interest	Purchase motivation	Contact with the audience	Teamwork
Number of points to be obtained	10	20	20	15	15

Criteria	Presentation Skills	Technical Desing of presentation	Time limit	Total
Number of points to be obtained	10	6	4	100

Evaluation: The performance of the competition tasks shall be evaluated by a jury of minimum of 3 persons. The top three teams are determined by summarizing the results of all tasks. One winner may be determined in each of the three positions. If there are teams with the same number of points, then the jury prefers the team with a higher score in the second task, if there is still an equal number of points, the jury takes into account the points of the first task from scoring points for - *Clarity of idea*.

Both tasks are performed at the same time and simultaneously presented to the jury. Work place – computer class.