

ENTERPRISE CHALLENGE

GROUP ACTIVITY BOOK



TEAM NAME	
TEAM I.D	
PASSWORD	

PASSION PITCH

Thinking about your mentor's passion pitch, write down some feedback on the picture below.

THEIR NAME

STRUCTURE

How did they structure their pitch?

TONE OF VOICE

How did they speak?

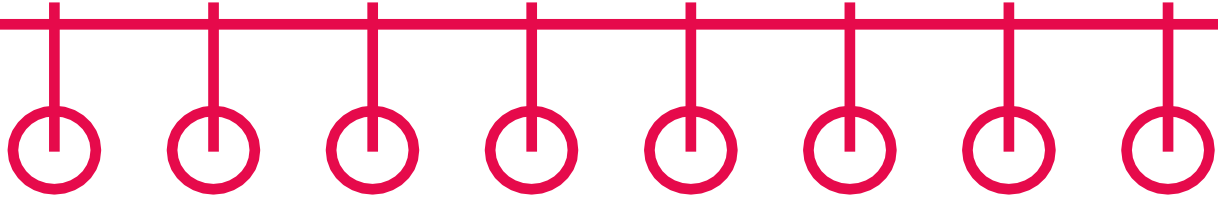
BODY LANGUAGE

How did they present themselves?

CONTENT

What was their pitch about?

FIRST GAMEPLAY



Use this page to capture any notes you may have during gameplay round one.

TEAM HUDDLE FIRST GAMEPLAY

The business we chose:

☐

Fast food

☐

Flowers

☐

Sports goods

How did you make sure your business was profitable?

(E.g., Which products did you choose? How many did you decide to stock? How did you decide on the price?)

What ethical and sustainable business decisions did you make?

(E.g., How did you keep your staff and customers happy? How did you react to news flashes?)

How did you build hype for your business?

(E.g., How did you use advertising, generate good customer feedback and ensure you stocked the right products?)

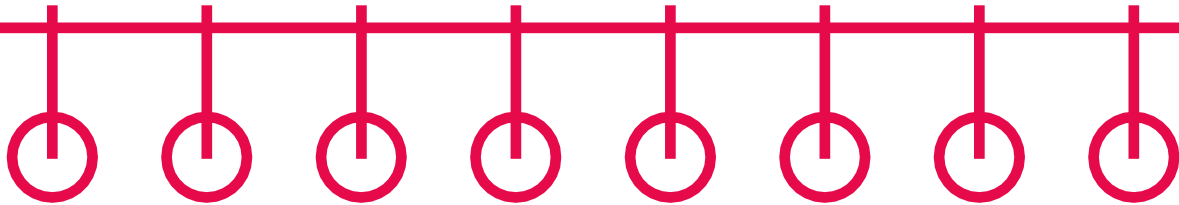
Working as a team:

(E.g., How did you work together as a team? Which skills did you develop?)

Which enterprise skill do you feel you developed the most during this session?

What would you do differently next time?

SECOND GAMEPLAY



Use this page to capture any notes you may have during gameplay round two.



TEAM HUDDLE

SECOND GAMEPLAY

The business we chose:

☐

Fast food

☐

Flowers

☐

Sports goods

How did you make sure your business was profitable?

(E.g. Which products did you choose? How many did you decide to stock? How did you decide on the price?)

What ethical and sustainable business decisions did you make?

(E.g., How did you keep your staff and customers happy? How did you react to news flashes?)

How did you build hype for your business?

(E.g., How did you use advertising, generate good customer feedback and ensure you stocked the right products?)

Working as a team:

(E.g., How did you work together as a team? Which skills did you develop?)

Which enterprise skill do you feel you developed the most during this session?

What would you do differently next time?

PREPARING YOUR BUSINESS PITCH

1. Write a summary of your business idea.

(This will be your online business ideas e.g., fast food, flowers, sports goods, or a new business idea.)

2. How did/will you make sure your business was profitable?

(Which products you chose, the amount you chose to stock and how you priced them. If your business is new, how would you use the knowledge from the game and apply it to your new business idea.)

3. How did/will you build hype for your business?

(How you used advertising, generated good customer feedback, and stocked the right products? If your business is new, how would you use the knowledge from the game and apply it to your new business idea.)

PREPARING YOUR BUSINESS PITCH

4. What ethical and/or sustainable business decisions did you make?

(How you kept your staff and customers happy. How you reacted to news flashes. If your business is new, how would you use the knowledge from the game and apply it to your new business idea.)

5. Write one sentence to outline why you are a great business to partner with.

BUSINESS PLAN PITCH

GROUP REFLECTION

Use this space to reflect on how your group did during the business pitch.

What did your group do well?

Think about communication style, body language and eye contact.

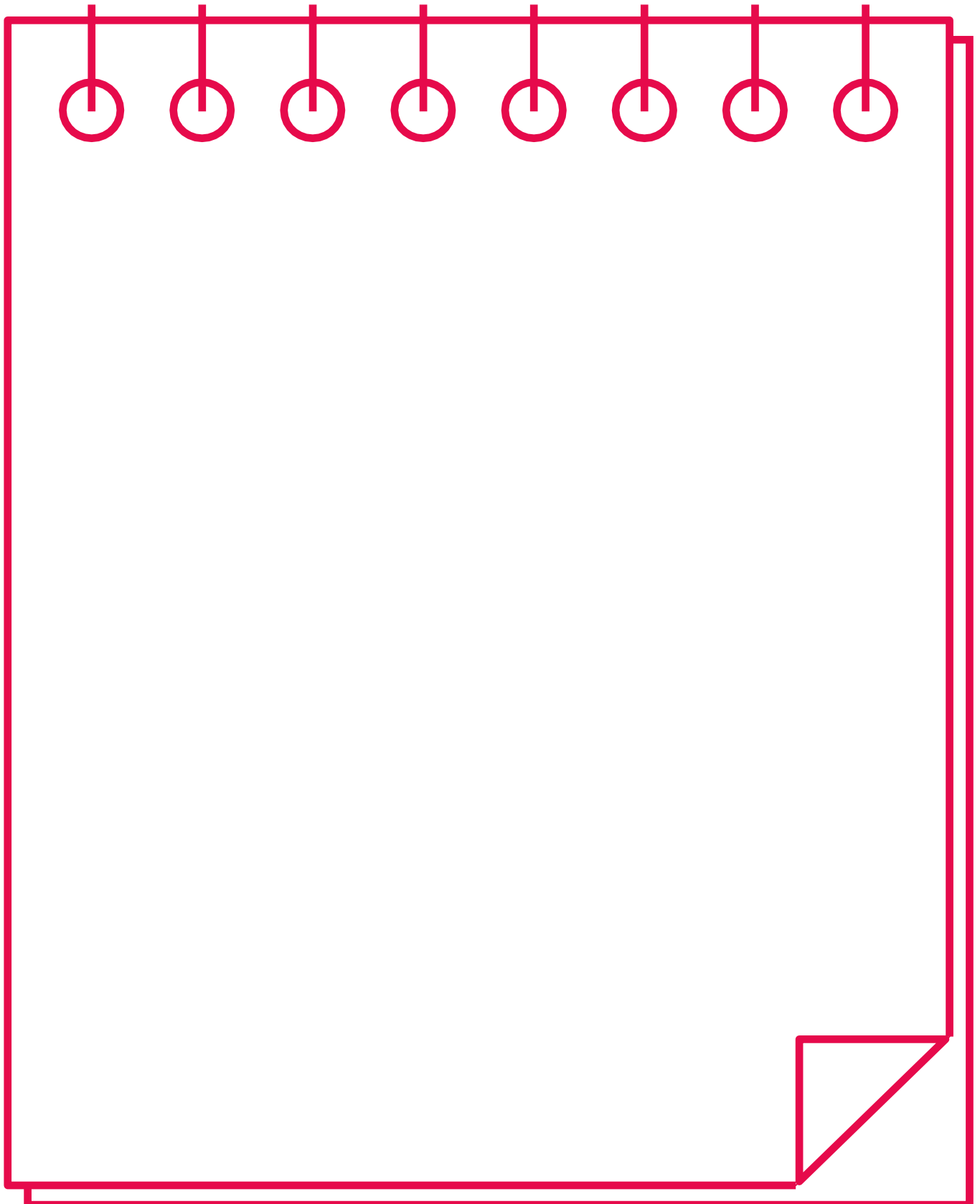
What did your group enjoy most by taking part in the pitching activity?

Name one thing your group would do differently next time.

How could your business idea be more sustainable?

By reflecting on your group's performance, it helps you to develop your skills and review their effectiveness, rather than carrying on doing things as you may have always done them.

NOTES





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