

Niccolò Machiavelli



Erasmus+

KA2 PROJECT FUNDED BY ERASMUS+

"Tracing and shaping our linguistic cultural heritage for sustainable plurilingualism, intercultural dialogue and active citizenship"

Craft your Elevator Pitch for global issues!

(public speaking, language as an agent of transformation)



John Cabot University,
Tiber Campus, Room TG3
Rome

Workshop: Tuesday, 8.10.2019

Expert:

Giovanni Raguso, John Cabot University Rome

Teachers:

Maria Rosaria Fasanelli e Monica Rizzo

Liceo Statale N. Machiavelli, Rome

Students:

Valentina Bichi, Chiara Cacioppo, Georgiana Darie, Rita Saponaro, Alessia Solano, Susanna Tricomi, **Maria Lucrezia Federico, Camilla Giagheddu, Fiamma Leonetti, Noemi Loffreda, Chiara Sticchi, Claudia Tacconi**, Federico Catapano, Erica Maldera, Sofia Luzi, Aureliano Antonini, Grande y Mena, Lawrence; Latusek, Maximilian; Fleckner, Marlene; Brandau, Elias; Forst, Luzia; Wang, Qiuxuan (Mia); Tens, Aurelia; Schoknecht, Milena; Ana Cantanhede, Beatriz Domingues, Carolina Serrano, Inês Ruivo, Joana Félix, Margarida Freire, Margarida Meiavia, Rafael Almeida, : Cid, Lucia Castro; Díaz Cortés, Ana María; Galvache Barco, Irene; de la Nogal, Marina Antón; Rodríguez Privado, Alberto; Martínez, Irene del Águila; Osuna, Ana Alonso; Torres, Jimena Blanco

Speakers:

ITALY: Susanna Tricomi

GERMANY: Maximilian Latusek

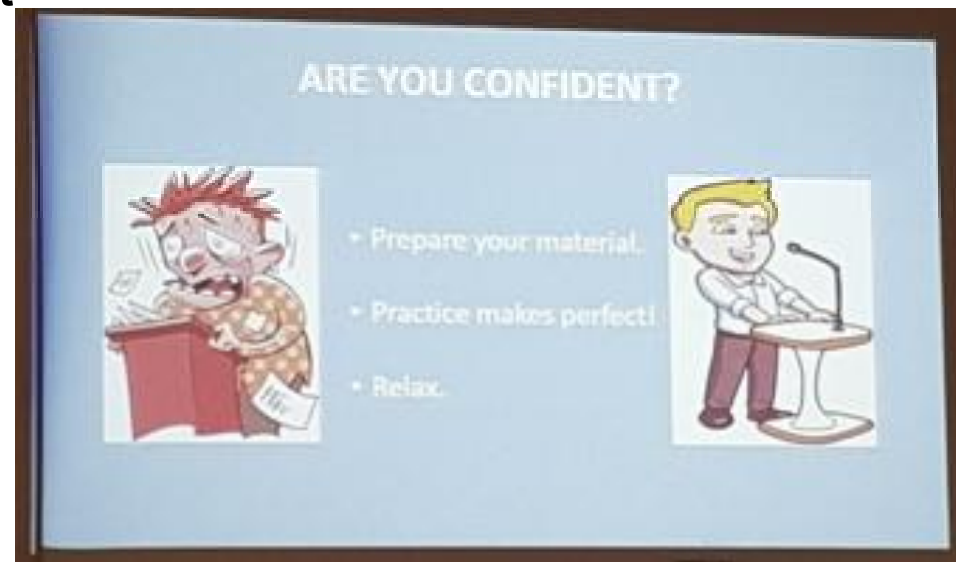
PORTUGAL: Margarida Freire

SPAIN: Irene del Águila Martínez

ARE YOU CONFIDENT ?

The most Important Points:

- Prepare your material
- Practice makes perfect
- Relax



WHAT IS AN ELEVATOR PITCH?

- 60 seconds for the presentation
- Speak under pressure

What is important to include?

- Emotion
- Logic
- Story

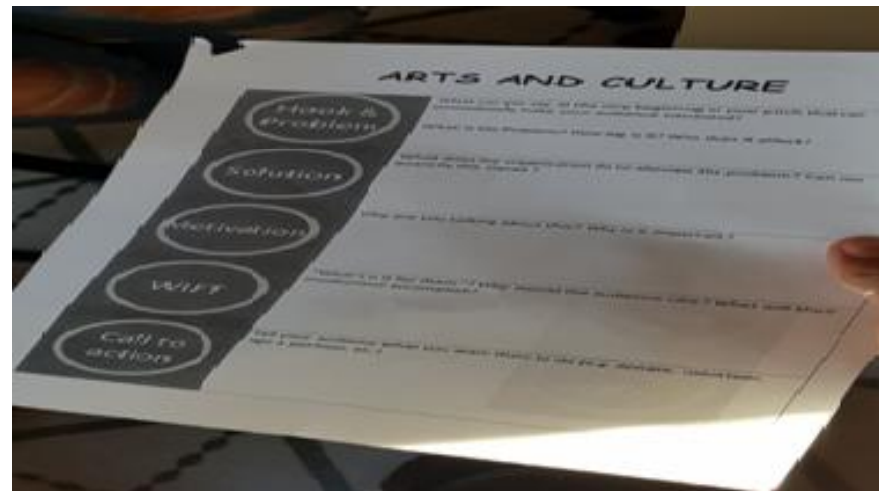


STRUCTURE OF A WINNING PITCH

The Six most important points for a winning Pitch

- The Hook
- The Problem
- Your Solution
- Your Motivation
- The “WIFT”
- The Call for Action

But at the end its more important how your saying, then what your saying.



GROUP WORK AND FINAL PITCHES

- Six Groups and Six Problems
- Share ideas
- Be personal



JCU VIDEO