

MILESTONE 3 – DFR3 – MKT6 – FUNDING FUNNELS

MILESTONE NAME: Workshop Implementation, Skill-building and Mentorship

DELIVERABLE DESCRIPTION: A detailed schedule outlining the workshops, session topics, session topics, facilitators and duration followed by retrieval of completed workshop materials, feedback from attendees and facilitator evaluations for further improvement.

SECTION A: Workshop Implementation

1. Detailed Schedule:

Day 1: Understanding Challenges and Ideation

- **Session 1 (Morning):** Introduction to i. SingularityNet.io ii. Funding Funnels Event
 - **Topics:** Overview of Funding funnels, Overview of SingularityNet AI Marketplace, objectives of Funding funnel event, participant introductions, Explanation of basic blockchain concepts
 - **Facilitators:** i. Clement Umoh (Convener) ii. Jude Phillip (Host) iii. Vera Mohie (Co - host)
 - **Duration:** 2 hours

- **Session 2 (Morning):** Identifying Key Challenges Faced by Young Innovators
 - **Topics:** i. Barriers in the tech sector – case studies ii. Introduction to the Deepfunding Program
 - **Facilitators:** Subject matter experts (SMEs) – Ubio Obu and Prince Andong
 - **Duration:** 1.5 hours

- **Session 3 (Afternoon):** Ideation Workshop
 - **Topics:** Brainstorming disruptive innovations, forming teams
 - **Facilitators:** Innovation coaches (Anand Kumar, Mr Martins Martins, Miss Iradat Bisola)
 - **Duration:** 2 hours

Day 2: Skill-building and Prototyping

- **Session 4 (Morning):** Skill-building Workshops (Parallel Sessions)
 - **Topics:**

- Workshop A: Pitching and Presentation Skills
 - Workshop B: Product Prototyping Basics
- **Facilitators:** Prof Arikpo, Dr. Samson Omini, Prince Andong
- **Duration:** 2 hours each session

- **Session 5 (Afternoon):** Prototyping Lab
 - **Topics:** Hands-on prototyping session, mentor guidance
 - **Facilitators:** Miss Janet Odey, Mr. Prince Andong (Prototyping experts)
 - **Duration:** 3 hours

Day 3: Mentorship and Pitch Development

- **Session 6 (Morning):** Mentorship Sessions (One-on-One)
 - **Topics:** Individual project mentoring
 - **Facilitators:** Assigned mentors – (Anand Kumar, Mr Martins Martins, Miss Iradat Bisola, Blessing Ekpenyong, Clement Umoh)
 - **Duration:** 1.5 hours per session

- **Session 7 (Afternoon):** Pitch Development and Feedback
 - **Topics:** Crafting effective pitches, peer feedback
 - **Facilitators:** Pitching coaches – Clement Umoh, Anand Kumar, Janet Odey
 - **Duration:** 2.5 hours

SECTION B (Skill Building)

Workshop Title: Pitching and Presentation Skills

Workshop Objectives: We dedicated this section to ensuring our participants gained the following:

- An understanding of the key components of a successful pitch.
- Developed effective presentation skills to communicate ideas clearly and persuasively.
- Practiced delivering a pitch and received constructive feedback.

Facilitators:

- **Lead Facilitator:** Anand Kumar
- **Co-Facilitators:**

Duration: 2 hours

Agenda:

1. Introduction (15 minutes)

- Welcome and introduction to the workshop objectives.
- Icebreaker activity to engage participants.

2. Understanding the Essentials of a Pitch (30 minutes)

- Key elements of a pitch:
 - Problem statement
 - Solution description
 - Market opportunity
 - Competitive landscape
 - Business model
 - Team introduction
- Examples of successful pitches.

3. Developing Your Pitch (45 minutes)

- Hands-on exercise:
 - Participants worked in small groups to outline their pitch based on a given scenario.
 - Each group was given guidance on effectively structuring pitch presentations.

4. Presentation Skills (30 minutes)

- Techniques for effective communication:
 - Body language
 - Voice modulation
 - Using visual aids effectively

5. Practice Sessions (30 minutes)

- Participants delivered their pitches in front of the group.
- Facilitators provided feedback on content and delivery.

6. Q&A and Wrap-Up (10 minutes)

- The floor was opened for questions and answers.
 - This was immediately followed by a recap of key takeaways and next steps.
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Materials Provided:

- Presentation slides on pitching essentials and presentation skills.
- Handouts with pitch structure templates.
- Sample pitch scenarios for group exercises.
- Evaluation forms for participants to assess their own pitches and provide peer feedback.

Post-Workshop Resources:

- Additional reading materials on advanced pitching techniques.
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SECTION C: ATTENDEE FEEDBACK AND FACILITATOR EVALUATIONS

The evaluation questions used to gather feedback from our facilitators and participants, revolved around the following.

- 1. Session Preparation:**
 - How well-prepared was the facilitator for the session?
 - Did the facilitator effectively communicate the objectives and agenda of the session?
- 2. Facilitation Skills:**
 - How would you rate the facilitator's ability to engage participants and maintain their interest?
 - Did the facilitator encourage participation and interaction among attendees?
 - Did the facilitator effectively manage time and ensure all key topics were covered?
- 3. Content Delivery:**
 - Did the facilitator present the content in a clear and understandable manner?
 - Were examples and case studies relevant and helpful in understanding the topic?
 - Did the facilitator demonstrate expertise in the subject matter?

4. Interaction and Support:

- o How well did the facilitator respond to questions and concerns from participants?
- o Did the facilitator provide sufficient opportunities for participants to ask questions and seek clarification?
- o Did the facilitator offer constructive feedback and guidance during practical exercises or activities?

5. Overall Effectiveness:

- o Overall, how would you rate the facilitator's performance in their sessions?
- o What aspects of the facilitator's approach do you think could be improved?
- o Any additional comments or suggestions for the facilitators to enhance future sessions?

6. Event Organization Feedback:

- o How did you (applying to both facilitators and attendees) perceive the organization and planning of the Funding Funnels event?

Here is a [link](#) to the *analyzed aggregated responses* from the facilitators and attendees