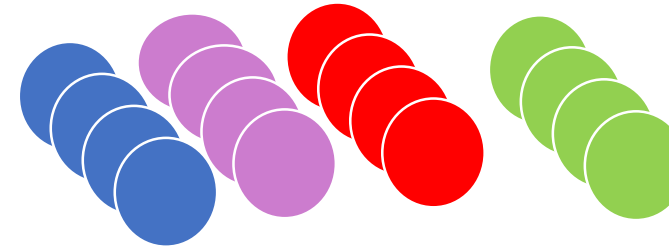
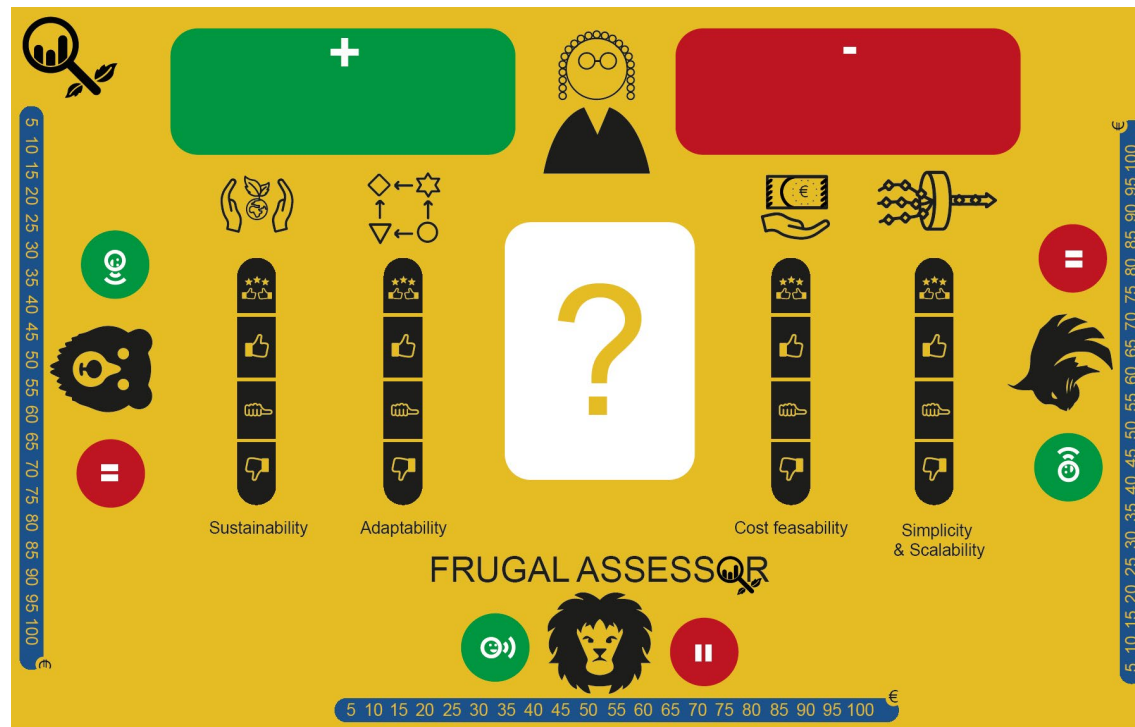


# FRUGAL ASSESSOR

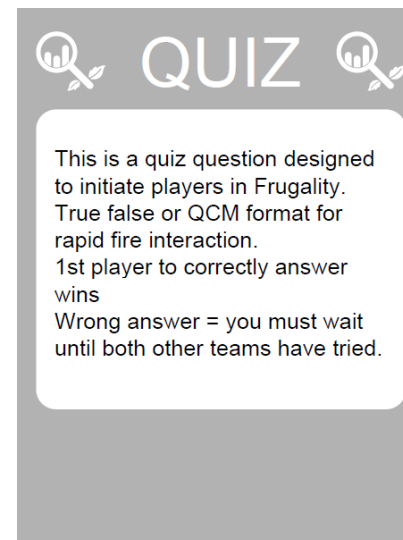


# Game elements

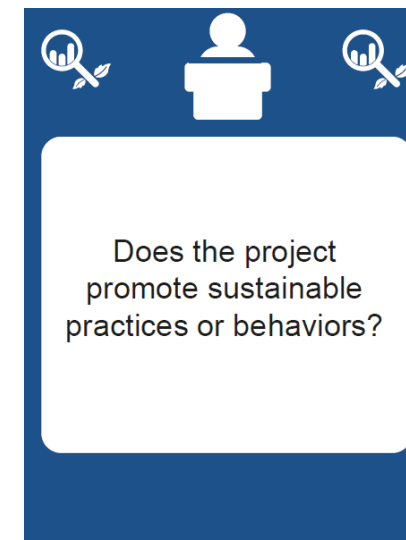


Voting tokens

Quiz cards



Speech cards



# Game Objectives



- **Prepare students for their final Pitch**
  - 15 mins PRES of project
  - 10 mins Q & A
  - 5 mins deliberation (PANEL of experts 3 Module experts + Damien) + exterior experts/CASEMATE or GEN PUBLIC ?
- **Defend, explain and convince** other players of the need to invest in their product based on product projection with regards to 4 fundamental criteria
  - ✓ **Sustainability**
  - ✓ **Adaptability**
  - ✓ **Feasibility**
  - ✓ **Simplicity/Scalability**
- Quick **initiation in Frugal Innovation via simple QUIZ** questions based on Damien's course: phase 1
- 2 hr slot for round 1 (OBJ= Initiation in Frugality + target weaknesses in their project via questions + to create TO DO list for criteria for Success of their future project)
- 2 hr slot for round 2 (OBJ= Finalize their pitch as avant-premiere (\*W-1(week)) and defend their finalized project in front of Jury + maybe Audience)

# Phases



- Phase 1: (10-15 mins)
  - 20 questions (Quiz). 1000€/question
- Phase 2: (45-60 mins)
  - 2-min general pitch followed by 2 common questions (same questions asked to all 3 teams) 16k€ max/question (9 challenges+ 3 CARDS)
- Phase 3: (30 mins)
  - 2 Individual questions for each team. (6 challenges)

# Scenario and HOW TO WIN



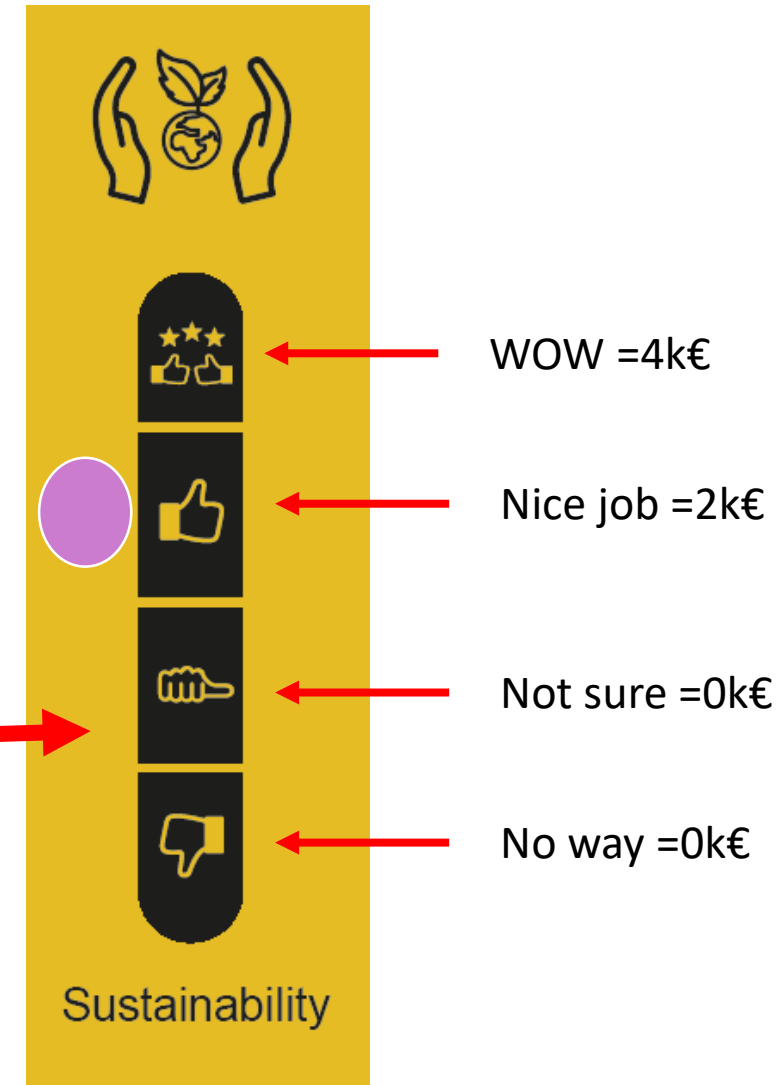
- Scenario : you are an association hoping to fund a European Start-up to design a Frugal product. You have a meeting with Angel Investors to explain why they should become partners. Convince them to reach 100ke and launch the design of your product.

- **Game objective= get 100k€ initial outlay from the investors.**

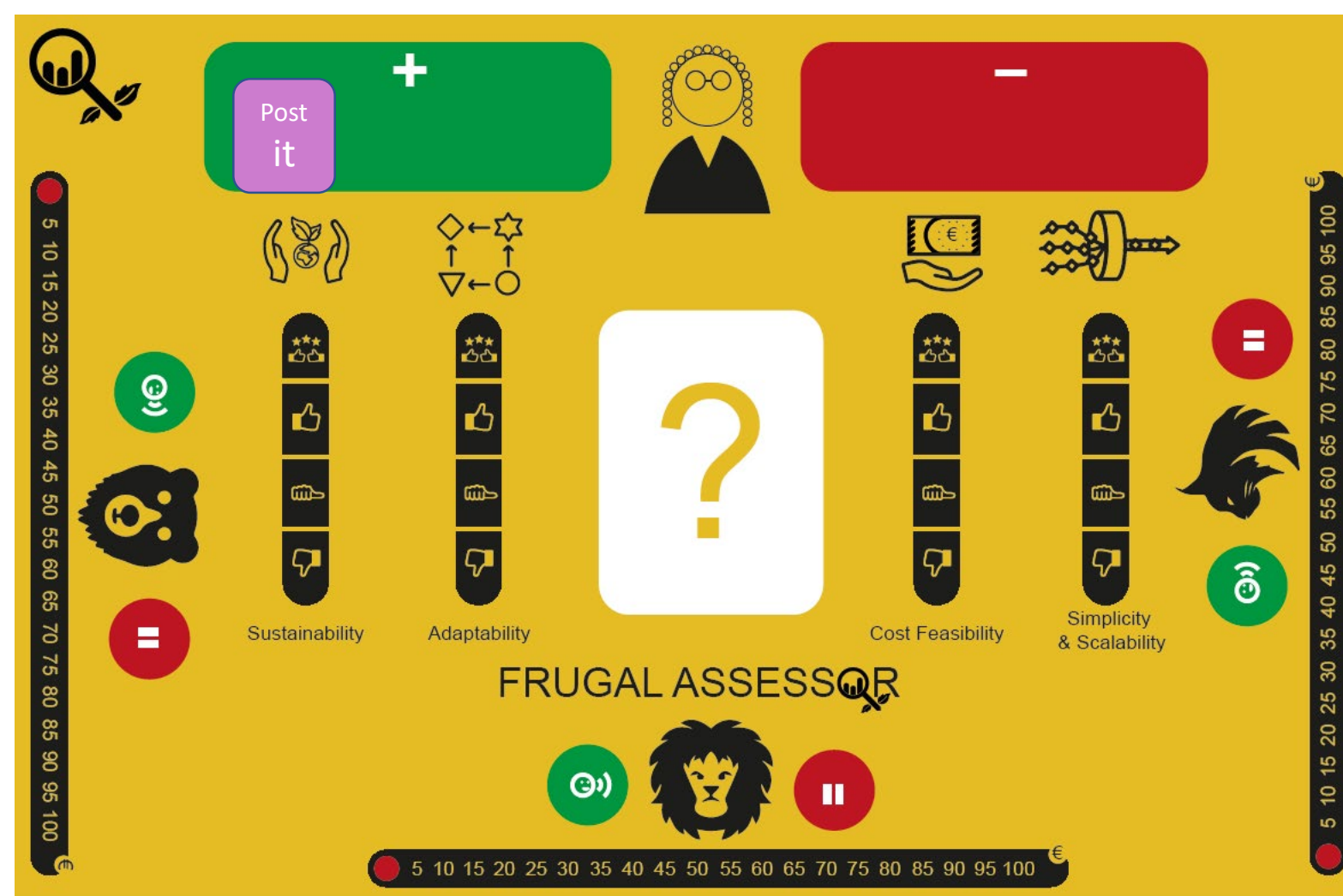
- 1 person gives the pitch – then the other 2 teams decide collectively (per team) how to assess the pitch based on the 4 criteria placing 4 tokens on the 4 gauges. See gauge

- Max 16K€/speech (X 2 teams) = 32k x 5 speeches= 160k€
  - + 20k€/question QUIZ to win.
  - + Judge votes (+ max 40k)

- **DO NOT AWARD €€€ on all gauges, unless relevant.**



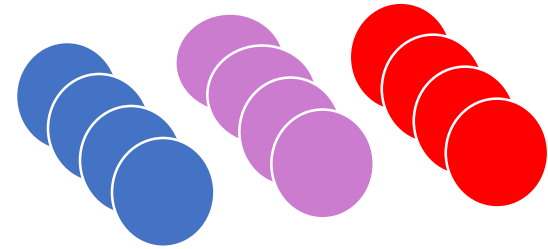
# Game board



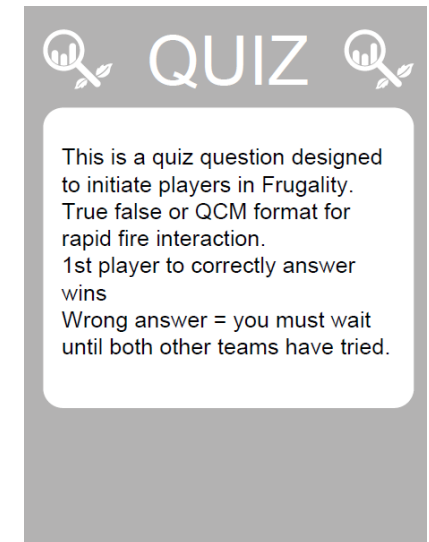
- 3 teams (Lion, Lynx, Bear)
  - Choose coloured pawns to distinguish your team
- Questions displayed in central white zone.
- 4 life gauges to assess performance
- Players amass funding to finance their start-up thanks to convincing performances.
- Specific remarks can be added in green + and red – zones.
- Judge moderates voting and gives FB/guidance.



# How to play – QUIZ Section



- **Each team chooses one of the animals** ( Lion, Lynx or Bear) sits on that side of the board and takes 5 same coloured tokens placing one on their life gauge START circle and one to be held by each player. The judge also chooses Coloured tokens.
- Players use their pawns to take the floor (answer questions) and also to vote when not playing (invest €)
- **The judge reads out the challenges and the first player to slide their token onto the green SPEECH slot** answers for their team.
  - **Correct = you win 1000€ and adjust life gauge accordingly**
  - **Incorrect – your team loses 500€** & the judge can ask another team to answer instead.
  - Then the judge displays the information.
  - NEXT QUESTION & REPEAT until all cards have been played.



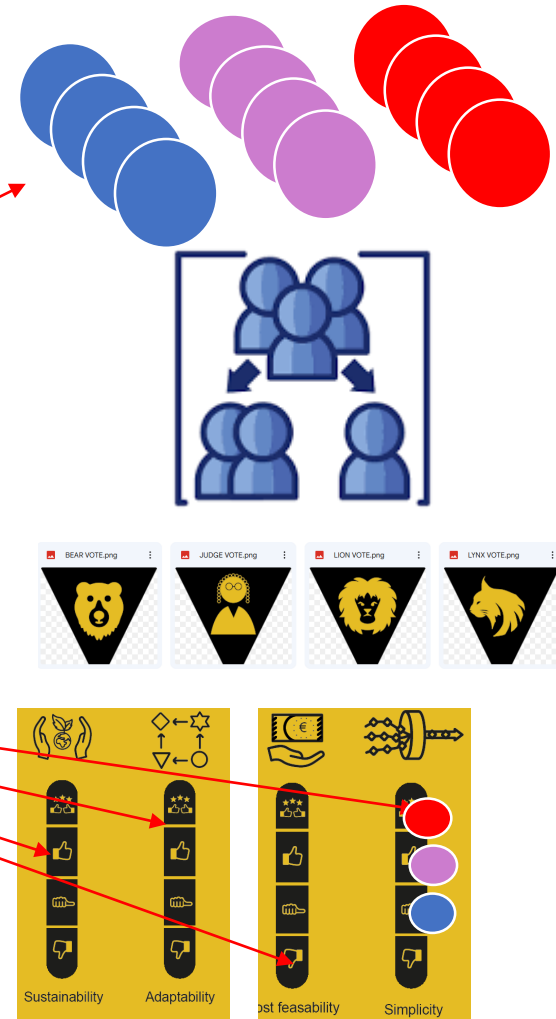


# How to play – Speech Section



- Steps:

- Judge announces the challenge = 30 sec to understand the question
- The Team share their ideas and elect a spokesperson.
- 2 min of deliberation\*/brainstorming to be done quietly away from the table.
- Judges speaks with other 2 teams at the same time giving pointers , feedback/advice or adjusts blue funding gauge.
- Team returns and 1 person\* slides their pawn onto the green button and has 1 min to answer the question using argumentation (you cannot just answer YES or NO). Once they have answered the question their pawn is moved to the red pause zone = they may not speak again for their group (but they can help during the deliberation\*) This forces all players to take the floor during the game session.
- Now players place voting tokens on the gauges to assess the performance.
- Judge places his token once all the players have voted.
- A new challenge is given to the next team. They exit to a breakout room and we repeat the steps. During this time the judge adds up the votes and places the funds on the funding gauge. - 30 sec to vote - place your counters.



- Global feedback at the end of the game/end of phase – 15 mins Judge → players
- Feedback from KPI players → Judge on the experience