

Lion's Lair - 28 September 2011

Evaluation Summary

Based on 24 completed evaluation forms.

1. What was your overall goal for the workshop?

Comments as follows:

- Learn how to engage with private sector
- Develop pitching skills
- Learn more about business
- Learn presentation tips
- Widen connections and engage with local business world
- Open doors
- To ascertain if the returns on working with business are worth the input

2. To what extent did the workshop help you meet your goal?

Comments as follows:

- Fulfilled, partly, greatly, mostly, completely
- Good practice, very useful
- Excellent toolkit
- Follow up would be useful
- Would have liked more pointers on how to identify & approach business
- Plenty of 'food for thought'

3. What have you learnt (in addition to above comments)?

Comments as follows:

- Preparation and practice is the key to success
- Structures of business and reciprocation
- Be precise in presentation
- Work effectively in a team
- Informal pitching whilst networking
- Some use of jargon & technical terms / use of language
- Think about audience

4. To what extent did the workshop help you achieve a greater understanding of:

	Fully	Mostly	In part	Not at all	n/a
The types of resources	9	12	2		1
How business operates	3	16	3		2
The way to pitch to business	7	12	4		1

4a. What else did you achieve through the workshop?

- Challenges and opportunities
- Discovering strengths & areas for improvement
- Networking
- How similar we are to business
- Working as a team

4b. What else did you NOT achieve through the workshop?

- Actually learning how to pitch specifically
- Networking with business
- Widening connections
- Actual pitches
- Types of business interaction
- Network contacts
- Actual successful pitches (i.e. examples of)

5. How useful were the following:

	Very useful	Useful	Quite useful	Not at all
Introductory session	7	13	3	1
The scenario	9	11	3	1
Reflections & reciprocation	9	10	4	1
About business	8	9	7	0
Lunch prep session	8	11	4	1
Lion's Lair	13	9	1	1
Post Lair debrief	11	9	2	2

11-13. Further contact

	Yes	No
Was the event worth the investment?	22	2
Would you recommend to a colleague?	22	2
May we quote you?	22	2

6-10. Other things learnt / Comments

- Would like contact details of all present (businesses I think?!)
- Would like more detail of how to put a pitch together
- Would like network opportunities with private sector
- Not enough information sent prior to the event
- Helped to view businesses as more approachable
- Will develop 20 second pitch
- Will transfer learning to my team
- Will work with committee to build networks
- Thinking about using personal contacts
- Need to research figures and competitors
- Need to get out in the world more!
- Initial briefing on case study could be improved
- Need more 1:1 training
- Very well organised
- Brilliant session!
- And lots of 'thanks'