

**ROSSMOYNE SENIOR HIGH SCHOOL**

**HUMANITIES AND SOCIAL SCIENCES**

**YEAR 9 PROJECT:**

**SHARK TANK**

**Total Marks: 100 Semester Weighting: 20%**

**Name: Due Date:**

Your task is to create a product and business proposal as if you were planning to pitch your idea to the entrepreneurs on the TV show, Shark Tank. As you create your project, think about the episodes of Shark Tank we’ve watched in class. What products did the sharks invest in? Why? What products did the sharks reject?

**Procedures and Requirements**

* You may work individually, or in a group of two to three people
* Create a **unique** product idea
* Develop a business plan
  + What is your company called?
  + What is your product called?
  + Slogan?
  + Owners names
  + Detailed plan of product/service
  + Business logo
  + Business philosophy/purpose
    - Example: McDonalds – “To provide the fast food customer food prepared in the same high-quality manner worldwide that is tasty, reasonably priced and delivered consistently in a low-key décor and friendly atmosphere.”
    - Example: Boost Juice – “To help people eat more fruit and vegetables by making them taste great. But we’re not just here to give customers great tasting smoothies and juices. We also want to share our energy, passion and ‘love life’ ethos through an inspirational in-store experience.”
  + How much would it cost to manufacture this product?
    - Office space/warehouse/factory rental
    - Utility costs (electricity/gas/water)
    - Product costs
    - Labour costs
    - Advertising
  + How much would you sell it for? (Would people pay this price? How many buyers do you estimate?) → be sure this is REALISTIC
  + What do you expect your profits to be?
  + Who are your target consumers?
    - Region/state?
    - Age?
    - Gender?
    - Income level/social class?
  + Who is your competition and why are you better?
  + How much money do you want from the sharks? How much ownership of your company would you be willing to offer?
  + Where do you see your company in ten years? Twenty?
  + Why should the sharks invest in your company?
* Come up with a creative way to pitch your idea to the sharks (example: commercial made using iMovie)

**MARKING KEY**

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| **PRODUCT:** | **(30)** |
| Unique and creative | /15 |
| Sellable | /15 |
| **BUSINESS PLAN:** | **(30)** |
| Answers all posed questions | /10 |
| Presented in an easy to understand way/well-organised | /10 |
| Realistic figures/well-researched | /10 |
| **PRESENTATION:** | **(30)** |
| Knowledgeable of product | /6 |
| Poised/confident demeanour | /6 |
| Engaging presentation | /6 |
| Creative | /6 |
| Persuasive | /6 |
| **THE SHARKS SCORE:**  This is based on whether or not the sharks wanted to invest in your product | **(10)** |
| **TOTAL:** | **/100** |

1. What is your unique product idea?

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1. What is your company called?

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1. What is your product called?

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1. What is your product’s slogan?

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1. List the business owner’s names

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1. Create a detailed plan of your product/service. (How does it work? What are the features?)

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1. Sketch a design for your business logo

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1. What is your business philosophy/purpose?

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1. How much would it cost to manufacture this product?
   1. Office space/warehouse/factory rental $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
   2. Utility costs (electricity/gas/water) $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
   3. Product costs $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
   4. Labour costs $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
   5. Advertising $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Estimated total cost $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. How much would you sell your product for?

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1. What do you expect your profits to be?

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1. Who are your target consumers?
   1. Region/state? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
   2. Age? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
   3. Gender? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
   4. Income level/social class? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. Who is your competition and why are you better?

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1. How much money do you want from the sharks? How much ownership of your company would you be willing to offer?

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1. Where do you see your company in ten years? Twenty?

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1. Why should the sharks invest in your company?

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1. How will you present your idea to the sharks in a creative way?

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