List of questions for registration to the competition  
BUT Student Entrepreneurship Award

**This document is not for registration!**

The registration is available **in** [**MS FORMS**](https://forms.office.com/pages/responsepage.aspx?id=Kec8xhfKUk6qLZa3lImlQtGoiQtmzy1Ls9PQWful2jNUNkNXM0tENFpIR0hZWjhZWUhKMkY1WEdaMC4u) **or via** <https://www.vut.cz/en/students/entrepreneurship>.

Unless otherwise stated, please complete the text sections specifically, bearing in mind that the evaluators will have a maximum of **30 minutes** to evaluate a single registration.

Registration can be completed from **20 April 2023 to 20 May 2023**

**Related documents with additional information**

[Announcement of the 4th Annual of the BUT Student Entrepreneurship Award](https://www.vut.cz/en/students/entrepreneurship/conditions-p240978)

[Information on the processing of students´personal data](https://www.vut.cz/en/students/entrepreneurship/personal-data-p240956) **Contact**[**podnikavost@vutbr.cz**](mailto:podnikavost@vutbr.cz)

**General**

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| 1. **Please enter your name and surname** |
| 1. **Please enter your BUT ID** |
| 1. **What faculty do you study at?** |
| 1. **What type of study are you doing?** |
| 1. **What year are you studying?** |
| 1. **What form of study are you doing?** |
| 1. **Please provide your BUT contact e-mail (domain vutbr.cz)**   This email will be used for communication throughout the competition. |
| 1. **Enter the name of your idea** |

**Description of the idea**

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| 1. **Describe the idea in one sentence (max. 120 characters)** |
| 1. **MANDATORY part of the idea description is a short max. 90s VIDEO in MS FORMS**   In case the video cannot be uploaded you can send it to [podnikavost@vutbr.cz](mailto:podnikavost@vutbr.cz) |
| 1. **At what stage is the project (you can tick more than one answer)**  * I have an idea in my head * I have done the market research * I have a working prototype, a sample * I have an existing product/service and I am looking for my first customers * I have paying customers * Other (describe in text)  |  | | --- | |  | |

**Business model**

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| 1. **Who will buy your product/service?** Describe in details the target groups of customers and users. |
| 1. **What problem/need does your idea address?** |
| 1. **How else does your customer solve this problem/need at this time?** Give 1-3 examples of competition (direct and indirect).  **What advantages your competitors have and what advantages your solution has?** |
| 1. **Describe how you differ from your competitors, what is innovative, new, different and developmental about your product/service than what is standard in the market.**   Not only the product, technology or service used, but also the business model can be innovative. |
| 1. **On what basis do you think there will be interest in the product/service?**   For example: 'I have already done primary market research' / 'there is a similar solution on the market that is being sold' / 'I am a representative of the target group myself' etc.  **Why will customers be willing to pay for it?** |
| 1. **What market are you targeting (region/Czech Republic/Europe/world/...)? What is the size of the market? How many potential customers do you have?** |
| 1. **What channels/form do you want to sell the product/service through? How do you reach the customers?** |

**Finance**

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| 1. **How will it make money? Who will pay for what, how much and how?** Feel free to describe more options as you think about this issue. |
| 1. **What are the projected sales? From when do you intend to sell, in what volume, what will the growth look like?** |
| 1. **What will your costs look like in the first year?** |
| 1. **How do you plan to cover these expenses? What have you already solved and what other sources are you considering?** |

**Team**

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| 1. **Do you have a team?**   The student designated by the team (hereinafter referred to as the "Team Leader") acts for the team (group of BUT students) and acts throughout the competition. Only the Team Leader **is registered** for the team. The other members of the team **must** sign the [**TERMS AND CONDITIONS**](https://www.vut.cz/en/students/entrepreneurship/conditions-p240978)*of the BUT Student Entrepreneurship Award* and the Team Leader will send them together with other mandatory documents by e-mail to [podnikavost@vutbr.cz.](mailto:podnikavost@vutbr.cz)   * YES * NO |
| 1. **Please list all team members (name, surname, title, faculty, year, if a BUT student also ID, competences and roles in the team)** |
| 1. **What are the team's strengths?** |
| 1. **What are the weaknesses of the team?** |
| 1. **What other competences are missing in the project? How do you plan to address this?** |

**Plan**

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| 1. **What is the vision of your idea?** |
| 1. **Describe 3-5 main goals for the next 3 months.** |
| 1. **What are your main expectations in moving the idea forward through the competition? In what specific ways will you need the money from the competition?** |
| 1. **What happens to the idea if you don't succeed in the competition?** |
| 1. **What are the biggest threats to the implementation of your idea?** |
| 1. **Would you need any instrumentation, specialized software or a lab to develop your idea?** |
| 1. **What services or specialized courses would you appreciate to develop the idea more?** |
| 1. **Would you take advantage of mentoring opportunities?**  * YES * NO |

**Confirmation of the conditions of the 4th Annual of the BUT Student Entrepreneurship Award**

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| 1. **By submitting this registration:**   **I agree with the** [**TERMS AND CONDITIONS**](https://www.vut.cz/en/students/entrepreneurship/conditions-p240978) **Announcement of the 4th ANNUAL of the BUT Student Entrepreneurship Award.**  **I confirm attaching the VIDEO to the form in MS FORMS or sending it by e-mail to** [podnikavost@vutbr.cz](mailto:podnikavost@vutbr.cz)  **I am responsible for ensuring that if I act as an Team Leader for a team, I have the authority from the other team members to act for them in the competition.**   * YES * NO - in case of disagreement you cannot participate in the BUT Student Entrepreneurship Award. |

**Attachments**

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| 1. **If you have any attachments that the evaluators should see, please post them here or email them to** [**podnikavost@vutbr.cz**](mailto:podnikavost@vutbr.cz)   **(**Optional) |
| 1. **If you have anything you want to tell us or attach any links that the evaluators should see, please tell us here. (**Optional) |