

# Interview Script – LeadTeam

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*Hello! I would like to start by thanking you for your availability. We are students from Católica-Lisbon Master in Business Administration and we are taking a course named Entrepreneurship and Business Plan where we are to develop our own start-up within a semester.*

*To do so, we are following a concept born in Silicon Valley which is Lean Startup, where we need to validate our hypothesis by contacting with our potential customers and adapt the Business Model accordingly. One way is through one-on-one interviews, and this is where you will be helping us!*

Firstly, just some questions about you.

1. Are you currently studying?
2. Are you taking an Undergraduate's or Master's degree?
3. In which subject are you specializing?
4. Where are you studying, currently?
5. How old are you?

*Our project aims to develop a **platform which provides a team work integrated solution** for both students and Universities. It accompanies*

*students from the teacher's assignment description and initial research, all the way to the bibliography, providing, at the same time, user-friendly communication and file sharing tools between group members.*

*Show MVP (Video Ana did😊).*

6. Do you think it is professional enough? What do you like? What do you dislike?
7. Do you have any suggestion of improvement?
8. Considering our premium version will offer reminders, additional storage, bibliography manager and planning templates how much would you be willing to pay as yearly fee? (No pressure).

*Thank you very much for your time, your insights will be crucial for our success! By any chance would you know someone that fits our target with whom you could put us in contact with? Have a nice day😊*