

# 2024 HBS New Venture Competition

## Student Social Enterprise Track

### Details for Participating Teams

Please note that a team may only enter one track of the New Venture Competition (Social Enterprise Track or Business Track). The information in this document pertains to the Social Enterprise Track. [Link here for more information on the Business Track.](#)

#### KEY DATES

See details for each on following pages

Date	Submission/Event
December 1, 2023 12:00 noon	Early entry deadline <i>(Teams may enter the competition up until the January 31 deadline)</i>
January 31, 2024 12:00 noon	Final entry deadline and Executive Summaries due
February 15, 2024	Executive Summary feedback and announcement of semi-finalist teams
February 26, 2024 9:00 am	Revised Executive Summaries due for all semi-finalist teams
March 4, 2024 9:00 am	PPTs due for all semi-finalist teams
March 7, 2024 12:00 noon – 4:30 pm	Semi-final round of Judging for Social Enterprise Track
March 20, 2024 9:00 am	Revised Executive Summaries due for finalists
March 25, 2024 9:00 am	Revised PPTs due for finalists
March 27, 2024 12:00 noon – 4:30 pm	Social Enterprise Track Competition Finals
March 28, 2024 6:00 – 7:00 pm	New Venture Competition Awards Ceremony for Social Enterprise and Business Tracks

***These deadlines to participate in the Competition are firm and non-negotiable in fairness to all participants. Eligibility will be evaluated at each stage of the Competition.***

#### HBS SOCIAL ENTERPRISE INITIATIVE

[www.hbs.edu/socialenterprise](http://www.hbs.edu/socialenterprise)

December 1, 2023, 12:00 noon

**EARLY ENTRY DEADLINE**

Early deadline to complete Entry Information Form. The information you submit is reviewed by the New Venture Competition Review Committee to determine eligibility. Please [see website for team eligibility criteria](#).

NOTE: We will accept entries from teams until January 31, however Harvard graduate students enrolled in related Harvard graduate school courses other than those listed on the competition website may contact the Social Enterprise Initiative at [se@hbs.edu](mailto:se@hbs.edu) **no later than December 1** for a case- by-case review of the course to determine potential eligibility.

**Submission process**

- Visit the [Competition website](#) to create an account.  
*Before you register with Reviewr, please read Reviewr's [Terms and Conditions](#) and [Privacy Policy](#). When using this platform, you are agreeing to Reviewr's Terms. Do not use your HBS password when creating your account.*
- Enter all required information (please note that the Executive Summary portion does not need to be submitted until January 31, 12:00 noon).
- Team leaders who submit entry forms by this deadline will receive an email confirmation by the morning of December 5. If you do not receive an email by then, please contact the Social Enterprise Initiative at [se@hbs.edu](mailto:se@hbs.edu) or 617-495-6421.

**January 31, 2024, 12:00 noon**  
**FINAL ENTRY DEADLINE AND EXECUTIVE SUMMARY DUE**

By completing the online entry for the final entry deadline, teams are making a commitment to continue participation in the Competition. This commitment is taken seriously by competition organizers; withdrawing from this commitment poses an unfair situation for other teams and impacts the Competition's ability to recruit practitioner judges on an ongoing basis. If you have any concerns about your ability to keep this commitment, please contact the Social Enterprise Initiative ([se@hbs.edu](mailto:se@hbs.edu)) so we can discuss the situation with you.

**EXECUTIVE SUMMARY:** This document will be sent to preliminary round judges for review and evaluation, to determine semifinalist teams. The executive summary **must not exceed four pages** (including text, graphs, and appendices). If your executive summary is over four pages, judges will be instructed to only read and evaluate the first four pages.

- **Please anonymize your Executive Summary** (You may not include your name, but please include background and experience, to illustrate strength of team.)
- Do not use an additional cover page.
- Refer to [Judging Criteria](#) as you create your executive summary.

**Elements to include:** In the summary, include brief overviews of the key elements of your idea.

- The problem; opportunity; and your solution
- Competitive landscape
- Leadership: team member backgrounds (keep anonymous) and advisors
- Measurement and evaluation
- Financial plan
  - Here is an example of a [financial spreadsheet](#) (file will download) that looks at costs and revenues for five years, with just enough details for judges to evaluate. You can use this as the basis for your financial projections or add other key line items that may be important for understanding your model.
  - You should also outline potential sources of income and financial support.

**Submission process**

- Executive Summary: submit as PDF; label document with abbreviated version of team name and "exec" (ABCexec.pdf)
- Upload document to online entry form on Competition website, and complete remaining questions

***Please note: Teams that have not yet submitted the Entry forms must do so by this date.***

February 15, 2024  
**EXECUTIVE SUMMARY FEEDBACK AND ANNOUNCEMENT OF SEMI-FINALIST TEAMS**

All executive summaries received by the deadline will be reviewed by a committee as a preliminary form of judging for teams to be invited to present in the semi-final round of the Competition. Teams will be notified on February 15 if they are moving to the semi-final round of judging, and all teams will receive feedback. Details will be announced as the competition progresses.

February 26, 2024, 9:00 am  
March 4, 2024, 9:00 am  
**REVISED EXECUTIVE SUMMARY AND PPT SUBMISSION**

For semi-finalist teams:

**EXECUTIVE SUMMARY – due by February 26 at 9:00 am**

Teams have the opportunity to re-submit their executive summaries, incorporating feedback and changes based on the preliminary round of judging. These executive summaries will be sent to the semi-final judges in advance for review (a different set of judges than in the preliminary round).

**Submission process:** Semi-finalists will be sent an email so that you can upload the document to the online entry form on the Competition website. ***Your executive summary can be updated until February 26, 9:00 am. At this deadline, this is the version that will be sent to judges.***

**PPT SUBMISSION – due by March 4 at 9:00 am**

The PowerPoint presentation is the presentation you will be using for live presentations to a panel of judges, and will not be sent to them in advance.

- The presentation must be in PowerPoint or PDF form. (*PDF recommended for Mac users.*)

**Submission process:** Semi-finalists will email presentations to the Social Enterprise Initiative ([se@hbs.edu](mailto:se@hbs.edu)). ***Your PPT presentation can be updated until March 4, 9:00 am.***

March 7, 2024

**SEMI-FINAL ROUND OF JUDGING FOR SOCIAL ENTERPRISE TRACK**

Those teams selected by the Preliminary round of judges will present their plans before the judges.

**SEMI-FINAL ROUND JUDGING OVERVIEW:** Teams selected to proceed in the Preliminary Round of Judging will be invited to make live presentations to a panel of judges in an environment designed to simulate a “pitch” meeting with potential investors. Each panel will be comprised of several judges and teams will be evaluated based on their business concept and plan.

Each team will spend time with a panel of judges, with the following schedule:

:00 to :10	10 minute team presentation to judges
:10 to :25	15 minutes Q&A for judges to ask questions
:25 to :30	5 minutes of “instant” feedback from judges

Following the Semi-Final Round of judging, Finalist teams will be selected to proceed to the final competition. Notification of which teams were selected to advance to the Final Round will be announced to all Competition participants via email as soon as they have been compiled.

**PRESENTATION FORMAT:** While determining the format of the 10-minute presentation is up to each individual team, each group should develop materials with the objective of communicating their plan in a clear and concise manner to present a compelling argument as to the unique merits of their proposed venture. Note that judges will receive your executive summary in advance of the competition for their review prior to your presentation.

You may have a maximum of three team members present, and one of the presenters must be an eligible team member. You should make your choice about how to handle this based upon your sense of how to most efficiently communicate your plan to the Judges. Because judges will be evaluating your team’s ability to work together and the group’s presentation style with regards to soliciting investors, teams should give careful consideration to the quantity and roles of the selected presenters.

**TECHNOLOGY:** Given the limited technical assistance and limited time for presenting, teams are encouraged not to rely on special computing needs (such as animations, embedded videos, etc.).

**CONFIDENTIALITY:** Teams are naturally concerned about the confidentiality of their ideas. We have asked the judges to treat your plans with the same respect as those they would encounter in the course of their business.

**FEEDBACK:** Each team that participates in the Semi-Final Round judging will receive feedback on their executive summary and presentation. Not only will teams receive 5 minutes of “instant” feedback from judges immediately following their presentation but each team will receive a brief written compilation of the judges’ commentary on their plan within one week. While this commentary is not meant to be prescriptive (i.e. don’t assume that if you address the issues mentioned in your feedback form that your venture will receive funding), it will provide teams with some feedback so that they can refine their plan or presentation style to increase their effectiveness in the pursuit of real-world opportunities. Teams who are selected as finalists will be given the opportunity to revise their original executive summaries, incorporating feedback and changes, and re-submit to the Social Enterprise Initiative.

March 20, 2024, 9:00 am;  
March 25, 2024, 9:00 am

**REVISED EXECUTIVE SUMMARIES and PPTs DUE FOR FINALISTS**

The four finalist teams re-submit their executive summaries in Reviewr (by March 20) and email PPT presentations (by March 25) to the Social Enterprise Initiative ([se@hbs.edu](mailto:se@hbs.edu)). The teams have the opportunity to revise these documents, incorporating feedback and changes based on the semi-final round of judging. **No revisions will be accepted after these deadlines.**

March 27, 2024

**COMPETITION FINALS**

March 28, 2024

**AWARDS CEREMONY**

Four finalists, selected during the semi-final round of judging, will make presentations to a final judging panel of distinguished philanthropists and venture capitalists. Details will be announced to finalist teams as the competition progresses.