

## Beyond Pitching

When I met the Pitch Doctor at the IFA some years ago I was impressed. I did not know the term pitching but I was impressed how learning to present oneself, ideas, projects, solutions , ... was a new capability to be learned by entrepreneurs. A fast learning track on the way get to market and find funds...

For me this 1:30 in media and politics was well known, but now wider circles learned to be short, precise, terse,... and that was actually what we do with the Magic Roundtable format. But there we do not present „onethelves and a topic/solution“ as you see with the fashionable TED pitches since some years, but where we interact and weave together solutions and resources, teams and how to form new fabrics and patterns through empowerment and encouragement.

Since a few years we organize Magic Roundtables at the Entrepreneurship Summit in Berlin \*\*\* links \*\*\* and in addition the last 2 years we were part of the OPEN FORUM, where a colleague Joachim\*\*\*\* is doing with the gong the Speed-Pitching – and we invited these „trained pitchers“ to mingle with speakers and participants to see how their ideas or projects resonate and connect with „others“. I feel this was reaching a new Niveau after all these slams, pitches, Pecha Cuchas. I attended.

Recently we did in and with people from the European Commission in Berlin the introduction of a new research programme: The [EU CAPS DAY](#) and there we did exactly that: Harvest the Inputs and do a dialogue/conversation in a larger circle. See here the event Documentation \*\*\*\*\* and an older page about [Myths around Dialogue](#).

Update February 2015

March 20-22 [we](#) are invited for a Workshop at the German BUNDESZENTRALE – [Federal Agency for Civic Education](#) <b>Civic Education - Inequality in Democracy</b> - 13.

Bundeskongress Politische Bildung – Ungleichheiten in der Demokratie, – see the announcement – maybe join us in Duisburg. Our Session is called [Dialogue on Equal Terms](#) (DIALOG AUF AUGENHÖHE) join us or see our report – later...

[http://open-forum.de/Beyond\\_Pitching.pdf](http://open-forum.de/Beyond_Pitching.pdf)