

Shark Tank Questions

Use the following questions to prep for your interview next week. Make sure you are able to answer each of these.

- How are you different than your competitor?
- What does it cost to make one of your products?
- What are your projected sales? (How much do you expect to earn from your product?)
- Why do you want this investment/partnership?
- What is the inspiration behind your product?
- Why would consumers want your product?
- Who is your target customer?
- How long would it take to get your product ready to sell if I were to make an investment?
- If I were a consumer, how would I purchase your product?
(Consumer=someone who purchases something)
- Do you want money or a partner?
- What is unique about your product or service?
- Why should I care about your product?
- Is your product in retail now? (retail businesses are stores that the public has access to)
- Do you have a patent? Will you need one?
- If I fully fund you, what would you use that money for?
- If I fully fund you, how much money will I get out of the investment?
- Can your product be mass produced without reducing quality? (mass produced=many made at the same time. Most likely done in a factory on an assembly line.)
- What are YOU going to bring to the table? (What will your role be if you are given the investment or partnership you are asking for?)