

## ELEVATOR PITCH WORKSHEET

### Part 1: Getting Started

- Select an object in the galleries that interests you. Every object in the Museum has a number. Write your object's number here:  

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- Note how your object is presented in the gallery: what does the label tell you? what exhibit, or part of the exhibit, is your object in? How does your object relate to the exhibit as a whole?
- Select from the following list at least two categories of information you would like to know more about this object: (Note: not all categories are applicable for every object)
  - Material and Technique:** the material the object is made of or the technique used to create the object, e.g., blown glass or knitted wool
  - Iconography:** the imagery or designs decorating the object, e.g., identifiable decorative patterns or figural representation
  - Provenance or Provenience:** the original context of the object or how the object travelled from its original owner to the Museum, e.g., excavated in Iraq or purchased from 1893 Columbia Exposition
  - Inscriptions:** text added by the maker or the owner, e.g., legends on coins or an owner's name
  - Use or wear marks:** physical indicators on the object that tell how an object was used, made, or stored, e.g., burn marks on a cooking vessel, wear patterns on clothing, or damage from deposition
  - Artist or Patron:** names of those who created the object or the name of the person on whose behalf the object was created, e.g., Tarporley Painter or cylinder seal of Puabi

## Part 2: Research

- Look up your object on the Museum's Online Collections Database, using the object's number. [<https://www.penn.museum/collections/>] Record the information that you find (Note: some objects have more information than others)
  
- From the information in the online database and the exhibit, establish the following essential data:
  - Time and Place: when and where did your object originate? (e.g., Roman Italy, 19<sup>th</sup> C Hawaii)
  
  - Culture: is there a specific culture associated with your object? (e.g., Chinese, Inka)
  
  - Type: what is your object? (e.g., a lamp, a bowl, a brick, etc.)
  
- Go to the Penn Library's website and bring up the Encyclopedia Britannica online. [<https://www.library.upenn.edu/>] In the encyclopedia, look up terms related to the essential information you identified above, as well as terms related to the categories you decided to learn more about, e.g., Buddhism, Ghana, sarcophagus, bronze, scarab, excavation, or Minotaur.

- If you need more information, go to the Penn Library's website and bring up the Library Research Guides page for the humanities.  
[<https://guides.library.upenn.edu/hometabs/researchguides>] Browse through the subjects that are relevant for your research to discover additional resources for more specific information - e.g., African Studies -> African Studies - Research Guide -> New Encyclopedia of African Studies -> "Zanzibar Sultanate"

### Part 3: Presentation

- Write up a summary of the information you have gathered that answers the following questions:
  - What initially attracted you to this object?
  - What is the object? (Time, Place, Culture, Type)
  - What are at least 2 key pieces of information that someone looking at this object should know or 2 key pieces of information that would help someone understand this object? (2 categories of information you researched)
- Present your object to your class during the gallery visit.