



PBL STRATEGIC ANALYSIS & DECISION MAKING

Performance Rating Sheet

 Preliminary Round

 Final Round

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
External and internal situation analysis are clearly developed and articulated	0	1-5	6-10	11-15	
Industry situation is considered and strategy considers the basic nature of the industry	0	1-5	6-10	11-15	
Possible strategies are developed with appropriate alternatives provided	0	1-5	6-10	11-15	
Stakeholders' concerns are addressed	0	1-3	4-7	8-10	
Comments					
Delivery					
Statements are well organized and clearly stated; appropriate business language used	0	1-5	6-10	11-15	
Shows self-confidence, poise, and good voice projection	0	1-5	6-10	11-15	
Demonstrates the ability to effectively answer questions	0	1-5	6-10	11-15	
Comments					
Subtotal					/100 max.
Time Penalty Deduct five (5) points for presentation over seven (7) minutes. Time:					
Penalty Deduct five (5) points for failure to follow guidelines.					
Dress Code Penalty Deduct five (5) points when dress code is not followed.					
Final Score					/100 max.

Name(s): _____

School: _____ State: _____

Judge's Signature: _____ Date: _____

Judge's Comments: