**Sales Pitch Rubric**

Please assess each team to the best of your ability using the rubric questions below.

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**How prepared was this team? \***

This question is about the team's PREPAREDNESS.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | 0 | 1 | 2 | 3 | 4 |  |
| Not at AllSelect a value from a range of 0,Not at All, to 4,Very Prepared,. |   |   |   |   |   | Very Prepared |

**How consistently did the presenters speak clearly? \***

This question is about the team's SPEECH.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | 0 | 1 | 2 | 3 | 4 |  |
| NeverSelect a value from a range of 0,Never, to 4,Consistently,. |   |   |   |   |   | Consistently |

**How consistently do the presenters use body language and facial expressions to communicate enthusiasm? \***

This question is about the team's EXPRESSION.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | 0 | 1 | 2 | 3 | 4 |  |
| NeverSelect a value from a range of 0,Never, to 4,Consistently,. |   |   |   |   |   | Consistently |

**How well do the presenters understand their Design Rationale? \***

This question is about the team's CONTENT.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | 0 | 1 | 2 | 3 | 4 |  |
| Not at allSelect a value from a range of 0,Not at all, to 4,Very well,. |   |   |   |   |   | Very well |

**How creative is the presentation? \***

This question is about the team's CREATIVITY.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | 0 | 1 | 2 | 3 | 4 |  |
| Not at allSelect a value from a range of 0,Not at all, to 4,Very ,. |   |   |   |   |   | Very |

**How original and effective is this team's product? \***

This question is about the team's DESIGN ORIGINALITY.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | 0 | 1 | 2 | 3 | 4 |  |
| Not at allSelect a value from a range of 0,Not at all, to 4,Very,. |   |   |   |   |   | Very |

**Did this team complete all required documentation? (Accounting Sheet, Research Log, Design Rationale) \***

This question is about the team's PROPER DOCUMENTATION.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | 0 | 1 | 2 | 3 | 4 |  |
| Documents blank or not presentSelect a value from a range of 0,Documents blank or not present, to 4,Documents present and complete,. |   |   |   |   |   | Documents present and complete |

**DISCRETIONARY POINT BONUS**

Did this presentation wow you? Was it super cute, fun, inspirational?

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 |  |
| What presentation?Select a value from a range of 0,What presentation?, to 7,Standing Ovation!,. |   |   |   |   |   |   |   |   | Standing Ovation! |

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