

2023-24 Competitive Events Guidelines

Entrepreneurship Pitch Competition



Entrepreneurship Pitch Competition Presentation Rating Sheet					
Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Clear Statement of the Importance of the Problem	<i>There is not a clear statement of the importance of the problem</i>	<i>The statement of the importance of the problem is vague</i>	<i>There is a clear statement of the importance of the problem</i>	<i>There is a clear statement of the importance of the problem with multiple examples</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Clearly Stated Solution and Description of the Solution	<i>There is no solution</i>	<i>There is a solution with a partial description</i>	<i>There is a clearly stated solution and full description</i>	<i>There is a clearly stated solution and description with multiple examples</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Persuasiveness	<i>Pitch is not persuasive</i>	<i>Pitch is partially persuasive</i>	<i>Pitch is persuasive and audience is convinced</i>	<i>Pitch is compelling and audience is in support</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Relevance of Argument	<i>No relevance</i>	<i>Argument is partially relevant</i>	<i>Argument is relevant</i>	<i>Argument is exceptional and compelling</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Solution Viability	<i>Solution is not viable</i>	<i>Solution is partially viable but has gaps</i>	<i>Solution is viable</i>	<i>Solution is viable and creative</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Solution Provides a Competitive Edge Over Other Competitors	<i>Solution does not provide a competitive edge</i>	<i>Solution provides a partial competitive edge</i>	<i>Solution provides a competitive edge over other competitors</i>	<i>Solution provides a unique competitive edge over other competitors</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Innovativeness of pitch	<i>Pitch is not innovative</i>	<i>Pitch is partially innovative</i>	<i>Pitch is innovative</i>	<i>Pitch is innovative and unique</i>	
	0 points	1-6 points	7-8 points	9-10 points	

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Substantiates and cites sources used while conducting research	Sources are not cited	Sources/References are seldom cited to support statements	Professionally legitimate sources & resources that support statements are generally present	Compelling evidence from professionally legitimate sources & resources is given to support statements	
	0 points	1-6 points	7-8 points	9-10 points	
Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Presentation Delivery					
Statements are well-organized and clearly stated, appropriate business language used	Competitor(s) did not appear prepared	Competitor(s) were prepared, but flow was not logical	Presentation flowed in logical sequence	Presentation flowed in a logical sequence; statements were well organized and business language used	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates self-confidence, poise, assertiveness, and good voice projection	Competitor(s) did not demonstrate self-confidence	Competitor(s) demonstrated self-confidence and poise	Competitor(s) demonstrated self-confidence, poise, and good voice projection	Competitor(s) demonstrated self-confidence, poise, good voice projection, and assertiveness	
	0 points	1-2 points	3-4 points	5 points	
Demonstrates the ability to effectively answer questions	Unable to answer questions	Does not completely answer questions	Completely answers questions	Interacted with the judges in the process of completely answering questions	
	0 points	1-2 points	3-4 points	5 points	
Staff Only: Penalty Points (5 points for dress code penalty and/or 5 points for late arrival penalty)					
Presentation Total (100 points)					
Name(s):					
School:					
Judge Signature:					Date:

Comments: