**International Business Plan Participant: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Evaluation Form for: Participant: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_** **Participant: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

***Company Name***

Students are to be graded on their visual aid & presentation. They have 10 minutes to present their information and you have 5 minutes to ask them questions. A total of three questions should be asked following each presentation. The questions that students need to answer are based on the following aspects of their paper. If you would like to ask more than three questions you can; however, these three areas are required.

* **International Business Situation**
  + **This is Part III of their paper. Topics presented in this section include:** 
    - Economic & Political Structure of the country they are expanding to
    - Any laws or government agencies that impact their company as a result of their expansion
    - Geographic & Demographic factors that led to them choosing the country they did
    - Competitive Advantages or Disadvantages that their IBP country has
    - Target Market of their company
    - The documentation process/requirements their company faces in order to do business overseas
* **Planned Operation of the Proposed Business**
  + **This is Part IV of their paper. Topics in this section include:**
    - How they will structure their company so that operates efficiently (Management levels, Employee Positions & Descriptions, Chain of Command)
    - Products being sold & Pricing Approach
    - Promotional Methods (Types of promotions used and timeframe for them to be implemented)
* **Financing, Projected Income & Expenses**
  + **This is Part V of their paper. Topics in this section include:**
    - Projected Income & Expenses for their first year of operation
    - Projected Net Profit for year 1, year 2, & year 3

**Starting Time: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ End Time:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Visual Aid:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  | **Little / No Value** | **Below Expectations** | **Meets Expectations** | **Exceeds Expectations** | **Judged Score** |
| **1** | Visual Aid is easy to follow & effective in supplementing the presentation | 0 – 1 – 2 | 3 - 4 - 5 | 6 – 7 - 8 | 9 - 10 |  |
| **2** | Visual is neat & attractive | 1 - 2 | 3 | 4 | 5 |  |
| **3** | Visual is creative & displays appropriate effort | 1 – 2 | 3 | 4 | 5 |  |
|  | **Total Score:** | | | | | **\_\_\_\_/20** |

**Presentation (Concept)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  | **Little / No Value** | **Below Expectations** | **Meets Expectations** | **Exceeds Expectations** | **Judged Score** |
| **1** | Opening of presentation was strong and effective in explaining what company the group wishes to expand & which country they were expanding to. | 0 – 1 – 2 | 3 - 4 - 5 | 6 – 7 - 8 | 9 - 10 |  |
| **2** | Presentation was well organized. Order of information presented was logical & allowed for an efficient presentation | 1 - 2 | 3 | 4 | 5 |  |
| **3** | Ideas and Concepts were presented with clarity; students were knowledgeable on information given | 1 – 2 | 3 | 4 | 5 |  |
| **4** | Question relating to International Business Situation | 1 – 2 | 3 | 4 | 5 |  |
| **5** | Question relating to Planned Operation of the proposed business | 1 – 2 | 3 | 4 | 5 |  |
| **6** | Question relating to the Financing, projected income, and expenses | 1 - 2 | 3 | 4 | 5 |  |
| **Total Score:** | | | | | | **\_\_\_\_/35** |

**Presentation (Appearance & Speaking Skills)**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | | **Little / No Value** | **Below Expectations** | **Meets Expectations** | | **Exceeds Expectations** | **Judged Score** |
| **1** | Each **Group Member was knowledgeable** in the content they presented. Please note any student(s) that did not seem very informed in the comments section. | | 0 – 1 – 2 | 3 - 4 - 5 | 6 – 7 - 8 | | 9 - 10 |  |
| **2** | Each **Group Member Participated** in the Presentation | | 1 - 2 | 3 | 4 | | 5 |  |
| **3** | Students spoke **confidently** in the information they gave | | 1 – 2 | 3 | 4 | | 5 |  |
| **4** | Students **spoke loud** enough to be easily understood | | 1 – 2 | 3 | 4 | | 5 |  |
| **5** | Students used effective **pacing** to provide information. Presentation was not rushed. | | 1 – 2 | 3 | 4 | | 5 |  |
|  | **Total Score:** | | | | | | | **\_\_\_\_/30** |
| **6** | Professional Appearance  \*Extra Credit given for professional dress | | 0 – 1 – 2 | 3 - 4 - 5 | 6 – 7 - 8 | | 9 - 10 |  |
| **Student #1’s Dress Score**  **Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_/10 pts** | | **Student #2’s Dress Score**  **Name:\_\_\_\_\_\_\_\_\_\_ \_\_\_/10 pts** | | | | **Student #3’s Dress Score**  **Name:\_\_\_\_\_\_\_\_\_\_ \_\_\_/10 pts** | | |

**Comments: *Please list any student(s) that did not participate or lacked appropriate knowledge regarding business presentation. Feel free to include any other feedback you wish as well.***

***Judges Initials: \_\_\_\_\_\_\_\_\_\_***