

PI, PII, Int. and Sr. Team Salesmanship Presentation Grading Rubric

Public Speaking and Oral Presentation Component

Presentation in each of the following areas: will be scored in emerging, developing or advanced. Scores do not have to be exact in an area, but can be a range between the two areas.

	Emerging	Developing	Advanced	Score
1. Integrity/Creativity (20 points)	Lacks sufficient information. Flaws in information. No creativity.	Somewhat knowledgeable about the subject. Creativity is average. (14 points)	Extremely knowledgeable about the subject. Creativity used to make it interesting. (20 points)	
2. Command of Facts and Figures (20 points)	Acknowledges data and basics of scenario. May be some contradictions in data.. (7 points)	Basic grasp of data and scenario. Applies adequately to animal. (14 points)	Fully understands scenario and connects information to animal proficiently. (20 points)	
3. Poise and Skill in Presentations (15 points)	Flustered. Many interrupters. Loses composure. Insufficient eye contact. Unsure of information..(5 points)	Somewhat maintained composure though out sales pitch. Some eye contact throughout. (10 points)	Maintained cool, calm and collected through out pitch. Used hand gestures effectively. Good eye contact. (15 points)	
4. Teamwork (15 points)	Little rapport with teammate, not working cohesively. One teammate does most of the talking. (5 points)	More unified, more harmonious; good effort as team. (10 points)	Very strong rapport. Unified and balanced sale. (15 points)	
5. General Appearance (10 points)	Sloppy, not put together. Inappropriate attire. (3 points)	Appropriate attire, but still lacking the overall polished sales look. (6 points)	Both members are polished and at ease in attire. Not distracting. (10 points)	
6. Professionalism (10 points)	Poor grammar, slouches and lacks exhibit confidence. (3 points)	Somewhat pulled together and polished; professional skills,/confidence. (6 points)	Overall professional and polished and very confident throughout presentation. Excellent social skills. (10 points)	
7. Overall Effect (10 points)	Not confident in what they are presenting to judges. Judges are disengaged. Not memorable. (3 points)	Somewhat held the judge's attention. Parts unique. (6 points)	Maintained judge's attention though out presentation. Memorable. Accomplished goal. (10 points)	