



Sales Management Case Competition Round 2 Rubric

Judge Name:

Team Name:

Ability to Summarize the Issues and Recommendations:									
1	2	3	4	5	6	7	8	9	10
Poor								Excellent	

Recommendations: Depth of Recommendations									
1	2	3	4	5	6	7	8	9	10
Poor								Excellent	
Recommendations: Implementation Feasibility									
1	2	3	4	5	6	7	8	9	10
Poor								Excellent	
Recommendations: Clear support for recommendations									
1	2	3	4	5	6	7	8	9	10
Poor								Excellent	
Recommendations: Creativity of Recommendations									
1	2	3	4	5	6	7	8	9	10
Poor								Excellent	

Presentation: Q & A Performance									
1	2	3	4	5	6	7	8	9	10
Poor								Excellent	

Comments: