## NIBS Worldwide Case Competition

### Judges’ Evaluation Form

( Judges will use this form to assess presentations; it will not be shared with teams)

<table>
<thead>
<tr>
<th>Judge:</th>
<th>Date:</th>
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</thead>
<tbody>
<tr>
<td>Team:</td>
<td>Time:</td>
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### Issue Identification
Specification and understanding of the key issue(s)/problem(s) facing the company. ___/10

### Analysis
Thorough analysis of the company, industry, markets, and other aspects of the business environment, with a focus on key issues; effective use of relevant tools of analysis including quantitative / financial analysis. ___/20

### Evaluation of Alternatives & Recommendation
Identification of practical and mutually exclusive options, clear statement of decision criteria used, compelling case made for the recommended option. ___/20

### Implementation
Comprehensiveness of the action plan, including reasonable and comprehensive financial projections, consideration of HR and operational issues, timeline, evaluation and control, feasibility / probability of success, and contingency planning. ___/20

### Innovative & Creative Thinking
in developing a strategy to address issues raised in the analysis. ___/10

### Organization of Material & Overall Presentation
Clarity & style of presentation / delivery & teamwork. ___/10

### Question & Answer Session
Sensible, thoughtful, clear, complete and confident responses. ___/10

Total: ___/100
NIBS Worldwide Case Competition
Team Feedback Form

(Following each round, teams will receive a completed version of this document)

Date: ____________________________  Time of Presentation: ____________________________
Team: ____________________________  Score: ________________/11________________________

Strengths:
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________

Weaknesses:
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
________________________________________________________
INSTRUCTIONS

After both teams have presented, the judging panel should determine a winner on an 11-point scale—i.e., the total of the points to both teams must be 11 points. Ties are not permitted and the widest margin allowed is 8 to 3. Please use the following as a guide:

- **6 to 5**: Winning team marginally better
- **7 to 4**: Winning team better
- **8 to 3**: Winning team decisively better

Judging panels may use ½ point increments when scoring (e.g., 6.5 to 4.5) provided that this does not result in a tie.

DATE: ___________________________

CASE: ___________________________

TEAM 1: ____________________________________________  TEAM 2: ____________________________________________

| (name of school) | Score:    |    / 11 | (name of school) | Score:    |    / 11 |

*Please submit this score sheet to the presentation moderator once it has been completed.*