



NIBS Worldwide Case Competition Judges' Evaluation Form

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

Judge: _____

Date: _____

Team: _____

Time: _____

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: _____ /13

Strengths:

Weaknesses:



(Only competition organizers will see this document)

INSTRUCTIONS

After both teams have presented, the judging panel should determine a winner on a 13-point scale—i.e., the total of the points to both teams must be 13 points. Ties are not permitted and the widest margin allowed is 9 to 4.

Judging panels may use ½ point increments when scoring (e.g., 7.5 to 5.5) provided that this does not result in a tie. Please use the following as a guide:

- **7 to 6:** Winning team *marginally* better
(i.e., very close match / difficult to choose a winner)

7.5 to 5.5

- **8 to 5:** Winning team *clearly* better
(i.e., most/all judges rate one team as superior)

8.5 to 4.5

- **9 to 4:** Winning team *decisively* better
(i.e., one team much better than the other in most or all aspects of the case)

DATE: _____

CASE: _____

TEAM 1:

TEAM 2:

(name of school)

(name of school)

Score: _____ / 13

Score: _____ / 13

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