

## Commercial Lending Case Grading Rubric

Group \_\_\_\_\_ Case \_\_\_\_\_ Date \_\_\_\_\_

<b>Analysis (50 points total)</b>	<b>Below Expectations</b>	<b>Meets Expectations</b>	<b>Exceeds Expectations</b>
Content  10 points	Missing the main ideas of the case	General presentation of the main ideas; all relevant facts mentioned and assigned questions answered	Main points and all assigned questions addressed; also provides questions/concerns not explicitly listed in the case
Analysis  20 points	Several issues with financial statements and ratios	One or two issues with financial statements and ratios	All financial statements and ratios correct
Support for decision  20 points	Provides only limited or weak facts or data to support decision/recommendation	Uses appropriate facts, evidence, data, and financial analysis to support decision/recommendation	Uses appropriate facts, evidence, data, and financial analysis to support decision; interprets meaning and draws conclusions; lists any concerns for the future
<b>Delivery (50 points total)</b>			
Organization and Clarity  20 points	Haphazard or inappropriate pattern of organization; requires effort to follow	Pattern is generally clear, organized, and easy to follow; a few minor points may be confusing	Uses a clear, appropriate pattern of organization; excellent use of PowerPoint or other methods to provide a clear presentation of all data
Non Verbal Communication  20 points	Limited eye contact, relies on note cards or focuses on screen; fidgets; lots of "umms" and verbal distraction; delivery lacks enthusiasm or energy	Tries to maintain eye contact but frequently looks at screen or notes; easy to understand; appropriate pace and volume; few verbal distractions; projects a feeling of enthusiasm	Maintains eye contact, referring occasionally to screen or notes; engaging, uses gestures and expressions, looks comfortable, confident and natural; uses conversational tone; modulates voice; projects a feeling of enthusiasm and a high energy level
Consistency and Grammar  10 points	Mix of type fonts, colors, several spelling and grammar errors	Consistent font, colors, very few spelling or grammar errors	Consistent font type, colors, etc., and seamless transitions between presenters; no grammatical errors