

**SABRE E-COMMERCE CASE COMPETITION
EVALUATION FORM**

Team Name: _____

Evaluator: _____

PRESENTATION EVALUATION

(Please circle the appropriate number on the Scale)

	Low										High
PRESENTATION CONTENT:	1	2	3	4	5	6	7	8	9	10	
PRESENTATION STYLE:	1	2	3	4	5	6	7	8	9	10	
PRESENTATION QUESTION AND ANSWER:	1	2	3	4	5	6	7	8	9	10	

Presentation Content:

1. Business Case Did the team clearly define the “value proposition” for the site?
Did the team clearly define its market?

2. Site Requirements Is the site’s appearance appropriate for the intended client?
Does the site follow appropriate design criteria?

3. Technical Requirements Does the site register the client?
Does the site remember a returning client?
Does the site provide the “shopping cart” functions?
Does the site read, write and update a database?

4. Investment Decision Was the team persuasive?
Would you do business with them?
Do you believe their site will meet the stated expectations?

Presentation Style:

1. Organization and Structure What did you think of the overall quality of the presentation?
Did you like the presentation style of the team?
Was is “balanced?” - that is, were any sections too long drawn or boring?

2. Speaking Style Did the team seem confident and well prepared?

3. Visual Aids and Handouts What is the quality of the visuals used by the team?
Could you read all the visuals clearly?
Did the visuals add to and support the “sales pitch?”

4. Dress Code and Professionalism Did the team dress and act in a professional manner?

Presentation Question and Answer:

1. Ability to Provide Logical Explanations And Rationale Did the team answer the question in a competent manner?
Did the team maintain its composure during the Q&A session?