

Judges Scoring Rubric

SAGE Business/Team		Judge Name:	
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I. Creativity and Innovation (20 points total)	High	Medium	Low	Pts
1. New or improved business model (5 points)	The team was successful at creating something new or improving something that already exists 5 4	The team was somewhat successful at creating something new or improving something that already exists 3 2	The team was not successful at creating something new or improving something that already exists 1 0	
2. Meeting an unmet need (5 points)	The team has quite effectively addressed an unmet community need 5 4	The team has somewhat effectively addressed an unmet community need 3 2	The team has not effectively addressed an unmet community need 1 0	
3. Critical thinking/problem solving (5 points)	The team has clearly demonstrated that critical thought and problem solving has gone into the development and operation of the business 5 4	The team has demonstrated that some critical thought and problem solving has gone into the development and operation of the business 3 2	The team has not clearly demonstrated that critical thought and problem solving has gone into the development and operation of the business 1 0	
4. Potential to inspire change (5 points)	The business clearly inspires a positive change 5 4	The business appears to inspire a positive change 3 2	The business inspires little or no positive change 1 0	

Subtotal:

II. Social Impact (20 points total)	High	Medium	Low	Pts
1. Sustainable business practices (10 points)	The SAGE business clearly employs sustainable business practices by being responsible stewards of the environment, either through its products or services, or by actions in the community 5 4	The SAGE business somewhat employs sustainable business practices by being responsible stewards of the environment, either through its products or services, or by actions in the community 3 2	The SAGE business does not seem to employ sustainable business practices by being responsible stewards of the environment, either through its products or services, or by actions in the community 1 0	
2. Measuring results of impact (5 points)	The team has convincingly measured the results of their social impact 5 4	The team has somewhat addressed measurement of results of their social impact 3 2	The team has not addressed measurement of results of their social impact 1 0	
3. United Nation's Sustainable Development Goals (SDGs) * (5 points)	The SAGE business addresses one or more of the UN's 17 SDGs to achieve a better and more sustainable future for all 5 4	The SAGE business alludes to one or more of the UN's 17 SDGs to achieve a better and more sustainable future for all 3 2	The SAGE business does not addresses one or more of the UN's 17 SDGs to achieve a better and more sustainable future for all 1 0	

Subtotal:

* The [Sustainable Development Goals](#) are the blueprint to achieve a better and more sustainable future for all. They address the global challenges we face, including those related to poverty, inequality, climate, environmental degradation, prosperity, and peace and justice.

III. Business Operations (20 points total)	High	Medium	Low	Pts
1. Sales and Marketing (5 points)	The team has demonstrated an excellent understanding of sales and marketing 5 4	The team has demonstrated a reasonable understanding of sales and marketing 3 2	The team has demonstrated little or no understanding of sales and marketing 1 0	
2. Accounting/measuring the results of its business operations (5 points)	The business has a sound accounting system in place and has accurately measured the results of its business operations 5 4	The business has an accounting system in place, but it is not clear that it has accurately measured the results of its business operations 3 2	The business does not have a sound accounting system in place and it is not possible to accurately measure the results of its business operations 1 0	
3. Strategic Planning (5 points)	The team has clearly used intentional strategies to plan and operate the business 5 4	The team appears to have used intentional strategies to plan and operate the business 3 2	The team does not appear to have used intentional strategies to plan and operate the business 1 0	
4. Structure and organizational management (5 points)	The team has developed & operated a well-organized structure for the management of the business 5 4	The team has developed and operated a somewhat organized structure for the management of the business 3 2	The team has not developed and operated a well-organized structure for the management of the business 1 0	

Subtotal:

IV. Likelihood That the Business Will Continue (20 points total)	High	Medium	Low	Pts
1. Succession planning (5 points)	The team clearly has a succession plan in place; the business will continue into the future 5 4	The team appears to have a succession plan in place; the business is more likely than not to continue into the future 3 2	The team does not have a succession plan in place; there is little or no confidence that the business will continue 1 0	
2. Teamwork (5 points)	The team clearly works well together 5 4	There appears to be adequate teamwork 3 2	There appears to be little or no teamwork 1 0	
3. Market viability (5 points)	Given the market in which the business is operating, the business is likely to live and grow 5 4	Given the market in which the business is operating, the business has a reasonable chance to live and grow 3 2	Given the market in which the business is operating, the business is not likely to live or grow 1 0	
4. Ethics and integrity (5 points)	The team has demonstrated a clear commitment to ethics and integrity in developing and operating their business 5 4	The team has demonstrated some commitment to ethics and integrity in developing and operating their business 3 2	The team has demonstrated little or no commitment to ethics and integrity in developing and operating their business 1 0	

Subtotal:

V. Overall Presentation (20 points total)	High	Medium	Low	Pts
1. Written annual report (7 points)	The 4-page annual report is highly effective at representing the business and how it meets the judging criteria 7 6	The 4-page annual report somewhat effective at representing the business and how it meets the judging criteria 5 4 3	The 4-page annual report does not adequately represent the business and how it meets the judging criteria 2 1 0	
2. Oral presentation (5 points)	The team clearly represented the business in the oral presentation 5 4	The team adequately represented the business in the oral presentation 3 2	The team was not clear in representing the business in the oral presentation 1 0	
3. Questions and answers session (8 points) **	The team performed well during the Q & A session 8 7 6	The team performed adequately during the Q & A session 5 4 3	The team did not perform well during the Q & A session 2 1 0	

Subtotal:

** For the Question and Answer period, please look for (a) platform skills and stage presence; (b) articulating their knowledge of the business; (3) a balance of information shared among the presentation team; and (4) congruency of answers with the information shared in their annual report and oral presentation.

Total Points Possible = 100

This Team's Total Points =