STUDENT PITCH SCORING SHEET

Presenter(s):_____   **Idea** _____

	0-1 Unsatisfactory	2-4 Good	5 Exceptional	Score	
Problem	No problem has been identified that requires this product/service, or, the problem is not that important	A problem has been identified and it may be significant. Reasonable support that the problem exists was provided	Based upon the pitch there is a BIG problem that needs to be corrected now		
Large, Addressable Market	A problem may or may not have been identified but the problem pertains to an insignificant number of individuals	The problem that was identified impacts a reasonably defined significant number of individuals	A BIG problem was identified that impacts a specifically identified large number of individuals capable of purchasing the product/service		
Great Solution	No solution or an un-executable plan of fixing the problem is provided	The solution provided appears that it can fix the problem	The plan given to fix the problem can be implemented and would most likely work		
Team & Presentation	No identification of what the team composition would need to be. Poor delivery of message.	The team member composition needs are identified and attainable. Delivery is mediocre.	A clear need of the team composition for the business have been outlined, and a plan is in place to fill those needs. Superior delivery.		
ROI	No one can make money from this idea	If implemented correctly a reasonable level of returns should be expected	If implemented correctly, this business has the potential of being a homerun for the founders and the investors		**+ Preference Points** **1 pt= 1 session** **2 pts=2 sessions** **3 pts=3 sessions** **4 pts= 4 sessions**
				TOTAL	

	FEEDBACK (OPTIONAL)
Problem	No problem has been identified that requires this product/service, or, the problem is not that important
Large, Addressable Market	A problem may or may not have been identified but the problem pertains to an insignificant number of individuals
Great Solution	No solution or an un-executable plan of fixing the problem is provided
Team & Presentation	No identification of what the team composition would need to be. Poor delivery of message.
ROI	No one can make money from this idea