



Oral Presentation Evaluation Form

Category	Score
Presentation Style (30%)	0 - 30
<ul style="list-style-type: none"> • Materials presented in clear, concise and logical and/or sequential form • Presentation stayed within time frame • Conveyed confidence and professionalism • Presented well together as a team • Responsiveness to judges/Effectively answered questions • Stimulated investor interest and/or ability to maintain judge’s interest 	
Business Plan Summary (35%)	0 - 35
<ul style="list-style-type: none"> • Described product/services clearly • Substantiated marketability of product/service • Demonstrated thorough knowledge of the industry • Described venture operations clearly • Identified major challenges/risks • Presented sales analysis and forecasts clearly (key projections: sales, profits, cash flows) • Stated capital requirements clearly • Related need for the venture (meaningful examples, practical applications, etc.) 	
Founder(s) & Venture Viability (35%)	0 - 35
<ul style="list-style-type: none"> • Market Opportunity: Presented clear market need and a way to take advantage of that need • Distinctive Competence: Shows the venture’s uniqueness that offers a competitive advantage • Management Capability: This team has the skill to launch and grow this venture and the handle risks • Profitability: Presented a revenue model conducive to a successful venture • Investment Potential: The business, as led by this founder(s) represents a real investment opportunity 	

Total Possible Points = 100

Total Points _____