

	1 OFF-POINT	3 AVERAGE	5 GREAT
Communication			
1. You used an answer first style.	Answer last and hard to follow	Mix of answer first and answer last	On-point and engaging
2. You carried the discussion well and drove the case.	Needed frequent prompting to move forward	Occasionally awkward, but moved ahead	Fluid, lively and momentum toward solution
3. You used your notes effectively.	Notes were messy and scattered, did not refer to them	Fairly neat, disorganized, seldom used them	Neat and organized, referred to them frequently
Structure & Logic			
4. You had a logical and clear plan to solve this case.	Lacked a structure, direction unclear	Structure incomplete, skipped key areas	Clear plan, covered all key issues
5. Your plan was MECE. (Mutually exclusive, collectively exhaustive)	Several overlaps and full of gaps	Some overlap, 1–2 key gaps	Good breadth, no overlaps, no gaps
6. You referred back to your plan and updated when appropriate.	You basically forgot about it	Referred to early in case but not at close	Referred to often, updated as needed
Analytics			
7. You analyzed the data accurately and drilled down for additional data when needed.	Frequent math errors, vague questions, nervous	Some math mistakes, good questions, some confidence	Accurate math, excellent on-point questions, confident
8. You integrated the data and found key insights. Saw the big picture.	You missed all the linkages between the data	You found some insights and connections	"Connected the dots" and found key insights
Integration & Close			
9. Your final recommendation integrated the data with the case question and your initial structure.	Solution lacked data support, gave answers "from the gut"	Used some data, little connection between analysis and plan	Integrated all facts and data, offered relevant next steps
10. You were a persuasive, engaging business advisor.	Unconvincing, lacked confidence, robotic	Professional, somewhat engaging, lacked solid recommendations	Persuasive, professional, engaging, bottom-line oriented
Total Score: (10–50)		Notes:	

*Tip: Save your scorecards and track your progress over time.