

Cover Sheet: Request 12115

PHA5XXC Personal and Professional Development VI

Info

Process	Course New Ugrad/Pro
Status	Pending at PV - University Curriculum Committee (UCC)
Submitter	Diane Beck beck@cop.ufl.edu
Created	11/23/2017 2:06:24 PM
Updated	11/24/2017 3:10:10 PM
Description of request	Alert: This request is for a 0.5 Cr Hr course and this option was not available in the electronic submission. The option of a 0.5 cr hr course has been discussed with registrars office who agreed with submission of this request. This is the sixth of 9 courses that focus on personal and professional development. This course occurs in Semester 6.

Actions

Step	Status	Group	User	Comment	Updated
Department	Approved	COP - Interdisciplinary Studies	Diane Beck		11/24/2017
Syllabus PPD6 Spring 2018-2019 2017-11-22.docx					11/23/2017
PPD Courses 1-6- Contact Hr Map.xlsx					11/23/2017
College	Approved	COP - College of Pharmacy	Diane Beck		11/24/2017
No document changes					
University Curriculum Committee	Pending	PV - University Curriculum Committee (UCC)			11/24/2017
No document changes					
Statewide Course Numbering System					
No document changes					
Office of the Registrar					
No document changes					
Student Academic Support System					
No document changes					
Catalog					
No document changes					
College Notified					
No document changes					

Course|New for request 12115

Info

Request: PHA5XXXC Personal and Professional Development VI

Description of request: Alert: This request is for a 0.5 Cr Hr course and this option was not available in the electronic submission.

The option of a 0.5 cr hr course has been discussed with registrars office who agreed with submission of this request.

This is the sixth of 9 courses that focus on personal and professional development. This course occurs in Semester 6.

Submitter: Diane Beck beck@cop.ufl.edu

Created: 11/22/2017 5:44:00 PM

Form version: 1

Responses

Recommended PrefixPHA

Course Level 5

Number XXX

Category of Instruction Advanced

Lab Code C

Course Title Personal and Professional Development VI

Transcript Title Person & Prof Dev VI

Degree Type Professional

Delivery Method(s) 4637,4638,4639 On-Campus, Off-Campus, Online

Co-Listing No

Co-Listing Explanation Not Applicable

Effective Term Spring

Effective Year 2019

Rotating Topic? No

Repeatable Credit? No

Amount of Credit 0

S/U Only? Yes

Contact Type Regularly Scheduled

Weekly Contact Hours 0.5

Course Description Introduces the skills, attitudes, and values that are essential for achieving high performance in healthcare practice and in achieving personal career success. This is the sixth of nine sequential courses that serve as an anchor for the co-curriculum and a home for tracking achievements of performance milestones.

Prerequisites Completion of all Year 2 Pharm.D. program coursework including milestones.

Co-requisites All Fall Semester Year 3 Pharm.D. program coursework.

Rationale and Placement in Curriculum There are 9 courses in this course sequence with one in each of the 9 semesters of the curriculum. This is the sixth course and occurs in the sixth semester.

Course Objectives Upon completion of this course, the student will be able to:

1. Develop value-based improvements that benefit patient care, healthcare costs, and practice by using an innovative mindset and entrepreneurial thinking in solving patient and practice cases.
2. Develop new ideas and approaches to improve quality or overcome barriers to advance the profession.
3. Conduct a risk-benefit analysis for implementation of an innovative idea.
4. Establish goals for continuing professional development based on self-awareness in reflecting

on personal development needs.

5. Embody professional attitudes, values, and behaviors across the curriculum that are expected of a pharmacist in daily practice, in the community, and within the pharmacy profession.

6. Demonstrate professional attitudes, values, and behaviors during co-curricular activities.

7. Demonstrate, through completion of milestone assessments, the expected knowledge, skills, attitudes, and values that exemplify readiness for coursework during year 4 of the Pharm.D. curriculum.

Course Textbook(s) and/or Other Assigned ReadingAs posted in Canvas for each learning module.

- Use UF VPN to access UF Libraries Resources when off-campus.
- The UF HSC library staff can assist you with questions or issues related to accessing online library materials. For assistance contact your College of Pharmacy librarian or visit the HSC Library Website at this URL: <http://www.library.health.ufl.edu/>

Weekly Schedule of Topics Week 1:

Module 1: Course Introduction

Week 2:

Module 2: Team Debriefing

Weeks 3-4:

Module 3: Innovation and Entrepreneurship

Week 5:

Module 4: Justifying and Planning Patient Care Services and Developing/Evaluating Clinical Pharmacy Services

Week 6:

Module 5: Designing an Business Model

Week 7:

Module 6: Team Debriefing

Weeks 8-12:

Module 7: Presenting Business Models

Weeks 13-14:

Assignment: Team Evaluations

Assignment: Team Performance Scale

Assignment: Co-curricular Activity

Week 15:

Wrap up

Milestones

Links and PoliciesCourse Specific Policies

Professionalism Assessments:

Professionalism is an educational outcome of the Pharm.D. program and therefore, is continually assessed. Professional behaviors and attitudes are evaluated at each annual milestone to determine progression and eventual readiness for graduation.

Unprofessional behaviors and attitudes will result in a deduction of points in the overall course grade in which the event occurred. Unexcused absences are considered to be unprofessional behavior. Other forms of unprofessional behavior include: lateness to class resulting in missing the start of the application exercises/discussions unless permitted by instructor, classroom behaviors that are distracting or disruptive to others, use of cell/smart phones during class, reading emails/messages, use of social media, leaving class early without informing the faculty or staff member, disrespectful behaviors with faculty, staff, or other students, and inappropriate discussion board or social media postings. For incidents of lateness to class, an assessment will be

made about the seriousness of the tardiness and this will be used to determine the course of action. Nonadherence to the dress code policy is also considered unprofessional behavior. Students who do not comply with the dress code will be assessed as unprofessional and also asked to leave class as noted in the dress code policy.

Across the academic year, unprofessional behaviors will be tracked across all courses. Each offense will result in a grade deduction in the course the unprofessional behavior occurred in. The Personal and Professional Development courses are pass/fail, therefore those students who accumulate 3 or more professionalism offenses will not pass the course. Repeated unprofessional behaviors will also be evaluated as an end of year milestone and can negatively impact curricular progression.

Class attendance is required at all class session, including the interprofessional learning activities. All quizzes administered in the course are pass/fail. To pass the quiz you must earn 80% on the quiz. You will be provided with 2 attempts to complete the quiz to earn the passing score. If the passing score is not earned on the second attempt, additional assignments will be required for you to complete to demonstrate competence in the content area in order to earn a passing grade for the course.

Educational Technology Use

The following technology below will be used during the course and the student must have the appropriate technology and software.

1. ExamSoft™ Testing Platform
2. Canvas™ Learning Management System
3. Salesforce©
4. Qualtrics®
5. PharmAcademic™

For technical support, navigate to Educational Technology and IT Support Contact Information at this URL: <http://curriculum.pharmacy.ufl.edu/current-students/technical-help/>

Pharm.D. Course Policies

The Policies in the following link apply to this course. Review the Pharm.D. Course Policies carefully, at this URL: <http://curriculum.pharmacy.ufl.edu/current-students/course-policies/>

Grading Scheme For a grade of satisfactory, all of the following must be satisfactorily completed:

1. Submit syllabus agreement
2. Attendance at all active learning sessions/workshops scheduled in the course.
3. Online and pre-session quizzes
4. Submit Team debriefing: Individual assignment (pre-class)
5. Submit Team debriefing: team assignment (post class)
6. Meet with Career Coach
7. Complete team evaluations via CATME
8. Collaborate with team and give a presentation of business model
9. Submit Continuing Professional Development - cycle 3 revision
10. Submit co-curricular activity participation log
11. Complete Team Performance Scale Evaluation
12. complete Year 3 Milestones in other courses; During this course, all milestones will be reviewed to assess readiness to move to year 4.

Instructor(s) Priti N. Patel, Pharm.D., BCPS

11/22/2017 9:53

PHA 5XXC Personal and Professional Development VI

Spring 2019 Semester – Year 3

0.5 Credit Hour – [Satisfactory/Unsatisfactory Grading]

The purpose of this course is to track the personal and professional growth of individual students. This course is the sixth of nine sequential courses that serve as an anchor for the co-curriculum and home for tracking achievements of performance milestones. This course continues to expand on the 10 pharmacist attributes (problem solving/critical thinking, education, patient advocacy, cultural awareness, interprofessional collaboration, communication, self-awareness, leadership, innovation and entrepreneurship, and professionalism). This course focuses on development of an innovative and entrepreneurial mindset, self-awareness, and professionalism.

Teaching Partnership Leader

Priti N. Patel, Pharm.D., BCPS

- Email: ppatel@cop.ufl.edu
- Office: St. Petersburg Campus
- Phone: 727-394-6213
- Office Hours: By appointment ONLY.

See Appendix A. for Course Directory of Faculty and Staff Contact Information.

Entrustable Professional Activities

This course will prepare you to perform the following activities which the public entrusts a Pharmacist to perform:

1. EPA D1. Demonstrate soft-skills in daily practice including interprofessional team collaboration (e.g., interpersonal communication, professionalism, cultural sensitivity, innovative mindset).
2. EPA D2. Exhibit commitment to patients and the community by serving as an advocate and leader.
3. EPA D3. Demonstrate responsibility for personal and professional development.

Course-Level Objectives

Upon completion of this course, the student will be able to:

1. Develop value-based improvements that benefit patient care, healthcare costs, and practice by using an innovative mindset and entrepreneurial thinking in solving patient and practice cases.

11/22/2017 9:53

2. Develop new ideas and approaches to improve quality or overcome barriers to advance the profession.
3. Conduct a risk-benefit analysis for implementation of an innovative idea.
4. Establish goals for continuing professional development based on self-awareness in reflecting on personal development needs.
5. Embody professional attitudes, values, and behaviors across the curriculum that are expected of a pharmacist in daily practice, in the community, and within the pharmacy profession.
6. Demonstrate professional attitudes, values, and behaviors during co-curricular activities.
7. Demonstrate, through completion of milestone assessments, the expected knowledge, skills, attitudes, and values that exemplify readiness for coursework during year 4 of the Pharm.D. curriculum.

Course Pre-requisites

1. Completion of all Year 2 Pharm.D. program coursework including milestones.

Course Co-requisites

1. All Fall Semester Year 3 Pharm.D. program coursework.

Course Outline

Please routinely check your campus calendar and the Canvas course site for any messages about changes in the schedule including meeting dates/times, deadlines, and room changes.

<i>Date Recommended Dates for Independent Study</i>	<i>Mod#</i>	<i>Unit Topic</i>	<i>Contact Hours [hr.]a</i>	<i>Faculty Author</i>	<i>Learning Objectives Covered</i>
<i>Week 1</i>	1	Module 1: Course Introduction			
		Watch: Course Introduction	1.0 hr		
		Assignment: Complete syllabus agreement (Canvas)			
<i>Week 2</i>	2	Module 2: Team Debriefing 2			
<i>TBD (due 1 hour prior to class session)</i>		Assignment: Team Debriefing <u>Individual</u> Assignment 2			
<i>Class Session TBD</i>		Team Debriefing 2	1.0hr	Patel	

11/22/2017 9:53

Date Recommended Dates for Independent Study	Mod#	Unit Topic	Contact Hours [hr.]a	Faculty Author	Learning Objectives Covered
TBD (due 1 hour following class session)		Assignment: Team Debriefing <u>Team Assignment 2</u>			
<i>Weeks 3 and 4</i>	3	Module 3: Innovation and Entrepreneurship			
		Watch: The Entrepreneurial Mindset	0.5 hrs		
		Watch: The Entrepreneurship Process (opportunity recognition, developing a concept, determining required resources)	0.75 hrs		
		Watch: Creating Desirable Workspaces	0.5 hrs		
TBD		Active Learning Session 1: Innovation and entrepreneurship: creative brainstorming	2.0hrs		
<i>Week 5</i>	4	Module 4: Justifying and Planning Patient Care Services and Developing/Evaluating Clinical Pharmacy Services			
		Watch: Developing, justifying, evaluating pharmacist patient care service business models	1.0 hrs		
TBD		Active Learning Session 2: Identifying opportunities and creating a service concept	2.0hrs		
<i>Week 6</i>	5	Module 5: Designing a Business model			
		Watch: Planning a business model	1.0 hr		
TBD		Active Learning Session 3: Designing a business model	2.0hrs		

11/22/2017 9:53

Date Recommended Dates for Independent Study	Mod#	Unit Topic	Contact Hours [hr.]a	Faculty Author	Learning Objectives Covered
2/15/18 11:59pm		Assignment: Meet face-to-face or via video chat with Career Coach by this date.			
2/15/18 11:59pm		Assignment: Complete Career Coach Evaluation (Salesforce)			
3/1/18 11:59pm		Assignment: Assignment: Career Planning; CPD Assignment: Submit Cycle 3 Revision-Completed Reflection, Revised Plan, Brainstormed Learning Activities (Canvas AND Salesforce)			
<i>TBD</i>		Assignment: Team Evaluations (CATME)			
<i>Week 7</i>	1	Module 6: Team Debriefing 3			
<i>TBD (due 1 hour prior to class session)</i>		Assignment: Team Debriefing <u>Individual</u> Assignment 3			
<i>Class Session TBD</i>		Team Debriefing 3	1.0hr		
<i>TBD (due 1 hour following class session)</i>		Assignment: Team Debriefing <u>Team</u> Assignment 3			
<i>Weeks 8-12</i>	6	Module 7: Presenting Business Models	2.0hr		
<i>TBD</i>		Assignment: Teams Present Business Models to Stakeholders	2.0 hr		
Week 13-14 4/20/18 11:59pm		Assignment: Team Evaluations (CATME)			
4/20/18 11:59pm		Assignment: Team Performance Scale (Qualtrics)			

11/22/2017 9:53

4/20/18 11:59pm		Assignment: Co-Curricular Activity Participation log [10.0hr] (Canvas)			
Date Recommended Dates for Independent Study	Mod#	Unit Topic	Contact Hours [hr.]a	Faculty Author	Learning Objectives Covered
Week 15		Wrap Up and Milestones			
		Total Instructor Contact Hours with consideration of "C" designation	The Fall course has 6.5 contact hrs (3.25 hrs as C course) and 3.5 hrs of outside study = 6.75 hrs total This Spring course has 7.4 cr hr contact hrs and 21.5 hrs of outside study = 28.5 hrs total. Total across both courses is 35.25 hrs.		

Required Textbooks/Readings

- Wee

Suggested Textbooks/Readings

As posted in Canvas for each learning module.

Other Required Learning Resources

None

Materials & Supplies Fees

None

11/22/2017 9:53

Student Evaluation & Grading

Personal and Professional Development is a **pass/fail** course. Passing requires successful completion of all milestones and course requirements listed.

At the Year 3 Milestone, students who have performed with excellence in all prior Personal and Professional Developments will be identified and will receive a Letter of Commendation for their Portfolio and College file.

Assessment Item	Deadline	Criteria
Syllabus Agreement	January 2019	Complete syllabus agreement in Canvas .
Attendance at all Active Learning Sessions/Workshops scheduled in the course	See workshop schedule above	<ul style="list-style-type: none"> • Class attendance is required at all class sessions and workshops. • Satisfactory participation during all active learning/workshop class sessions. • Any make-up assignments must be satisfactorily completed.
Online and Pre-Session Quizzes	Various dates, due 1 day prior to active learning sessions	<p>To pass the quiz you must:</p> <ul style="list-style-type: none"> • Earn 80% on the quiz. You will be provided with 2 attempts to complete the quiz to earn the passing score. • If the passing score is not earned on the second attempt, additional assignments will be required for you to complete to demonstrate competence in the content area in order to earn a passing grade for the course.
Team Debriefing: Individual Assignment (pre-class)	Team debriefing dates: #1: in PPD5 course #2: TBA #3: TBA	<ul style="list-style-type: none"> • Individual Assignment submission • Must be uploaded to Canvas 1 hour prior to each scheduled Team Debriefing meeting.
Team Debriefing: Team Assignment (post class)	Team debriefing dates: #1: in PPD5 course #2: TBA #3: TBA	<ul style="list-style-type: none"> • Team Assignment submission • Must be uploaded to Canvas 1 hour after the Team Debriefing session.

11/22/2017 9:53

Career Coach	February 15, 2019 (Spring)	<ul style="list-style-type: none"> • Complete one meeting with Career Coach by specified deadline • Complete Career Coach evaluation survey (Salesforce) after each meeting with your Career Coach • Career Coach will complete an assessment to notify the course director the meeting has been completed
Team Evaluations	February 2019 April 20, 2019	<p>Complete an evaluation for your team in CATME.</p> <p>See http://info.catme.org/catme-word-documents/ for the Online Rubric</p> <p>Passing score for the course is determined at the final evaluation (April). The adjustment score (without self-evaluation) earned must be ≥ 0.85.</p>
Team Presentation of Business Model	March 2019	Team presentation must earn passing score.
Continuing Professional Development Cycle 3 Revision	March 1, 2019	<p>Upload a copy of your <u>revised</u> CPD to Canvas and Salesforce Portfolio</p> <p>(Complete Reflection, Revised Plan, Brainstormed Learning Activities)</p>
Co-Curricular Activity Participation log	April 20, 2019	<ul style="list-style-type: none"> • Complete 10 hours of co-curricular activities • Submit completed activity participation log to Canvas.
Team Performance Scale Evaluation	April 20, 2019	Complete the team performance evaluation in Canvas (There will be a URL link to a Qualtrics survey) .

11/22/2017 9:53

Year 3 Milestones	May 2019	Satisfactory completion of the following milestones that denote readiness to progress to Year 4: <ol style="list-style-type: none"> 1. PCOA Exam 2. Calculation Exam 3. Top 200 Drug Exam 4. OSCE 5. Clinical Reasoning Exam 6. PPD IV Course Requirements 7. Foundational Knowledge Threads (medicinal chemistry, pharmacology, clinical therapeutics) 8. Professionalism (longitudinal) 9. Team Performance (Summative peer evaluation)
--------------------------	----------	--

Course Specific Policies

Professionalism Assessments:

Professionalism is an educational outcome of the Pharm.D. program and therefore, is continually assessed. Professional behaviors and attitudes are evaluated at each annual milestone to determine progression and eventual readiness for graduation.

Unprofessional behaviors and attitudes will result in a deduction of points in the overall course grade in which the event occurred. Unexcused absences are considered to be unprofessional behavior. Other forms of unprofessional behavior include: lateness to class resulting in missing the start of the application exercises/discussions unless permitted by instructor, classroom behaviors that are distracting or disruptive to others, use of cell/smart phones during class, reading emails/messages, use of social media, leaving class early without informing the faculty or staff member, disrespectful behaviors with faculty, staff, or other students, and inappropriate discussion board or social media postings. For incidents of lateness to class, an assessment will be

8/16/2017 9:53 AM

made about the seriousness of the tardiness and this will be used to determine the course of action. Nonadherence to the dress code policy is also considered unprofessional behavior. Students who do not comply with the dress code will be assessed as unprofessional and also asked to leave class as noted in the dress code policy.

Across the academic year, unprofessional behaviors will be tracked across all courses. Each offense will result in a grade deduction in the course the unprofessional behavior occurred in. **The Personal and Professional Development courses are pass/fail, therefore those students who accumulate 3 or more professionalism offenses will not pass the course.** Repeated unprofessional behaviors will also be evaluated as an end of year milestone and can negatively impact curricular progression.

Class attendance is required at all class session, including the interprofessional learning activities. All quizzes administered in the course are pass/fail. To pass the quiz you must earn 80% on the quiz. You will be provided with 2 attempts to complete the quiz to earn the passing score. If the passing score is not earned on the second attempt, additional assignments will be required for you to complete to demonstrate competence in the content area in order to earn a passing grade for the course.

Educational Technology Use

The following technology below will be used during the course and the student must have the appropriate technology and software.

1. ExamSoft™ Testing Platform
2. Canvas™ Learning Management System
3. Salesforce©
4. Qualtrics®
5. PharmAcademic™

For technical support, navigate to [Educational Technology and IT Support Contact Information](http://curriculum.pharmacy.ufl.edu/current-students/technical-help/) at this URL:
<http://curriculum.pharmacy.ufl.edu/current-students/technical-help/>

Pharm.D. Course Policies

The Policies in the following link apply to this course. Review the [Pharm.D. Course Policies](http://curriculum.pharmacy.ufl.edu/current-students/course-policies/) carefully, at this URL:
<http://curriculum.pharmacy.ufl.edu/current-students/course-policies/>

8/16/2017 9:53 AM

Appendix A. Course Directory

Teaching Partnership Leader/Course Director:

Priti N. Patel, Pharm.D., BCPS

Email: ppatel@cop.ufl.edu

Office: St. Petersburg Campus

Phone: 727-394-6213

Questions to Ask:

- Concerns about performance
- Guidance when there are performance problems (failing grades)
- General questions about content

Co-Curriculum Program Specialist:

Sarah Mazorra

Email: smazo@cop.ufl.edu

Office: HPNP 3305/GNV

Phone: 352-273-8203

Questions to Ask:

- Anything related to co-curricular activities
- Anything related to the Career Coach program (issues contacting coach, Salesforce Portfolio, CPD, deadlines, etc.)
- Anything related to the interprofessional education component of the course.
- Issues related to course policies (make-up assignments)
- Questions about dates, deadlines, meeting place
- General questions about content and assignment directions
- Questions about grade entries gradebook (missing grades, incorrect grades)

Academic/Education Coordinators:

Sarah A. Burgess, M.Ed.

Academic Coordinator

Email: sburgess@cop.ufl.edu

Office: HPNP 4312/GNV

Phone: 352-273-5617

8/16/2017 9:53 AM

Absent/Tardy Email: absent3pd@cop.ufl.edu

McKenzie Wallen
Education Coordinator
Email: mwallen@cop.ufl.edu
Office: Jacksonville Campus

Victoria Savosh
Education Coordinator
Email: vsavosh@cop.ufl.edu
Office: Orlando Campus

Questions to Ask:

- Issues related to course policies (absences, make up exams, missed attendance)
- Absence requests (Only the Co-Curricular Program Specialists handles absence requests)
- Questions about dates, deadlines, meeting place
- Availability of handouts and other course materials
- Assignment directions
- Questions about grade entries gradebook (missing grades, wrong grade)
- Assistance with ExamSoft® (Distant campus students may contact Education Coordinator for use of SofTest and assistance during exams. The Academic Coordinator is the contact person for issues related to grading and posting of ExamSoft grades.)

8/16/2017 9:53 AM

Other Teaching Partnership Faculty Members:

Carol Motycka, Pharm.D., BCACP
Jacksonville Course Facilitator
Email: motycka@cop.ufl.edu
Office: JAX
Phone: 904-244-9590

Erin L. St. Onge, Pharm.D.
Orlando Course Facilitator
Email: stonge@cop.ufl.edu
Office: ORL, room 425
Phone: 407-313-7004

Michelle Farland, Pharm.D., BCPS, CDE
Email: mfarland@cop.ufl.edu
Office: GNV, HPNP 3307
Phone: 352-273-6293

Stacey Curtis, Pharm.D.
Email: scurtis@cop.ufl.edu
Office: GNV, HPNP 2336
Phone: 352-273-6232

8/16/2017 9:53 AM

Appendix B

Career Coach Evaluation – Self-Awareness

Self-Awareness: How would you rate the student’s level of self-awareness? (We define self-awareness as being able to examine and reflect on personal knowledge, skills, abilities, beliefs, biases, motivation, and emotions that could enhance or limit personal and professional growth)

Global Score	
Needs Improvement: The student has not yet identified his/her strengths and areas for improvement	
Meets Expectations: The student has thoughtfully identified strengths and areas for improvement. During the current CPD cycle, the student has made effort to complete activities to work on areas needing improvement.	
Exceeds Expectations: The student has thoughtfully identified strengths and areas for improvement. For multiple CPD cycles, the student has completed activities to work on areas needing improvement.	

Professionalism: How would you rate the student’s level of professionalism? (We define professionalism as being able to exhibit behaviors and values that are consistent with the trust given to the profession by patients, other healthcare providers, and society.)

Global Score (Elements of professionalism observable during Career Coach interactions)	
Needs Improvement: More than 2 of the following need development: adherence to deadlines, professional verbal and written communication, respect, attentiveness, commitment to excellence, inquisitiveness.	
Meets Expectations: The student needs development in 1-2 of the following: adherence to deadlines, professional verbal and written communication, respect, attentiveness, commitment to excellence, inquisitiveness.	
Exceeds Expectations: The student displays all of the following characteristics and skills: adherence to deadlines, professional verbal and written communication, respect, attentiveness, commitment to excellence, inquisitiveness.	

8/16/2017 9:53 AM

Appendix C. Team Business Model Presentation Rubric

	Exemplary 10	Accomplished 7	Developing 5	Beginning 3
Organization	Information presented in logical, interesting sequence, is accurate and very comprehensive	Information in logical sequence, is accurate and comprehensive	Difficult to follow presentation-- student jumps around or material; is either not accurate or not comprehensive	Cannot understand presentation; content is not accurate and not comprehensive
Subject Knowledge	Demonstrates full knowledge by answering all questions with explanations and elaborations	At ease with expected answers to questions but does not elaborate	Uncomfortable with information and is able to answer only rudimentary questions	Does not have a grasp of the information. Cannot answer questions about subject
Visual Aid	Follow 8 slide pitch deck format. Sufficient but not overwhelming detail. Adds to presentation meaningfully	Relate to text and presentation, lacks sufficient detail or overwhelming amount of detail	Visual aid rarely supports presentation	Visual aid distracts from presentation
Business Model	All elements of the business model are present. Each area includes relevant information. Organization of information is appropriate.	Most elements of the business model are present. Most of the information is relevant and organized correctly.	Some elements of the business model are present. Mostly irrelevant and inaccurate information that is organized correctly.	Business model does not include relevant information and is organized incorrectly
Oral Presentation /Eye Contact	Maintains eye contact and pronounces all terms precisely. All audience members can hear. Meets time requirements	Maintains eye contact most of the time and pronounces most words correctly. Most audience members can hear presentation. Meets time requirements	Occasionally uses eye contact, mostly reading presentation, and incorrectly pronounces terms. Audience members have difficulty hearing. May or may not meet time requirements	Reads with no eye contact and incorrectly pronounces terms. Speaks too quietly. Does not meet time requirements
Total Points (max 50 Points)				