

# MC CONSULTING - TEAM "PRODUCT" PRESENTATION Evaluation

Team: \_\_\_\_\_.

Date: October 8, 2013.

Training Product: \_\_\_\_\_.

**Clarity of Training Product Concept:** (15 points) \_\_\_\_\_

- *focuses on communication skills and knowledge –*
- *identifies clear concepts to be learned –*
- *trainee and organization centered –*

**Likely Contribution of Training to Organizational Effectiveness:** (15 points) \_\_\_\_\_

- *Explains value to organization –*
- *provides support for value to organization –*
- *identifies "value added" (to the bottom line) –*

**Market Potential:** (25 points) \_\_\_\_\_

- *types and number of potential clients –*
- *selling points (USP) –*
- *training adaptability –*
- *marketing plan –*

**Training Objectives** (15 points) \_\_\_\_\_

- *trainee-centered -*
- *comprehensive –*
- *S.M.A.R.T. –*

**Effectiveness of Oral Presentation:** (20 points) \_\_\_\_\_

- *directness and fluency of delivery –*
- *persuasiveness of presentation and delivery –*
- *emphasis on Chet's concerns –*
- *appearance –*
- *confidence –*
- *evidence of teamwork –*

**Adjustments Needed in the Plan:** **TOTAL** \_\_\_\_\_

- .

**Permission to Proceed with Product Development?** \_\_\_\_ YES! \_\_\_\_ NO  X  PROBABLY\*

\*but only after completing revisions listed above and re-submitting the proposal.

**Written Proposal Grade:** \_\_\_\_\_ **Oral Presentation Grade:** \_\_\_\_\_.