Shark Tank Presentation Rubric

Delivery

**Effective Speaking Skills**

(Twenty-five points total)

Volume (loudness or softness of voice) \_\_\_\_\_/5

Enunciation (clarity of voice – NO GUM) \_\_\_\_\_/5

Rate (control of the speed of speech) \_\_\_\_\_/5

Pronunciation (saying the words correctly) \_\_\_\_\_/5

Voice Inflection (varying pitch of voice) \_\_\_\_\_/5

**Proper Demeanor**

(Twenty-five points total)

Eye Contact (include the entire audience) \_\_\_\_\_/5

Posture (position of the body) \_\_\_\_\_/5

Gestures (movements of the limbs) \_\_\_\_\_/5

Facial Expressions (movements of the face) \_\_\_\_\_/5

Overall Appearance (appropriate, formal attire) \_\_\_\_\_/5

Content

**Organization, Technique, and Time Limit**

(Fifty points total)

Engaging **hook** and **clincher** that provide appropriate details \_\_\_\_\_/10

Clear, convincing, detailed description of **problem** \_\_\_\_\_/15

Clear, convincing, detailed description of **solution** \_\_\_\_\_/15

**Demonstration** is detailed and includes a **model** of product \_\_\_\_\_/10

Points Earned: \_\_\_\_\_\_\_\_\_

Late (-10): \_\_\_\_\_\_\_\_\_

**Total:** \_\_\_\_\_\_\_\_\_