

## Exhibit M – Management

Sample Management Competition Score Sheet *(actual sheets include comment space)*

EVALUATION CRITERIA	POOR	FAIR	GOOD	VERY GOOD	EXCELLENT	SCORE
<b>Concept (30 points)</b>						
Description of Concept	1-2	3-4	5-6	7-8	9-10	
SWOT Analysis	1-2	3-4	5-6	7-8	9-10	
Presentation Skills	1	2	3	4	5	
Q & A- Depth of Knowledge	1	2	3	4	5	
<b>Menu and Costing (35 points)</b>						
Menu Matches Concept	1	2	3	4	5	
Description of 12 items	1	2	3	4	5	
Sample of how presented	1	2	3	4	5	
Photos	1	2	3	4	5	
Presentation Skills	1	2	3	4	5	
Q & A- Depth of Knowledge	1	2	3	4	5	
Menu Poster	1	2	3	4	5	
<b>Marketing (40 points)</b>						
Matches Concept	1	2	3	4	5	
ROI	1	2	3	4	5	
Tactic Budgets	1	2	3	4	5	
Samples	1	2	3	4	5	
Creativity	1	2	3	4	5	
Presentation Skills	1	2	3	4	5	
Q & A- Depth of Knowledge	1	2	3	4	5	
Marketing Poster	1	2	3	4	5	
<b>Critical Thinking (55 points)</b>						
Teamwork	1	2	3	4	5	
Presentation Skills	1	2	3	4	5	
Q & A- Depth of Knowledge	1	2	3	4	5	
Category 1	1-2	3-4	5-6	7-8	9-10	
Category 2	1-2	3-4	5-6	7-8	9-10	
Category 3	1-2	3-4	5-6	7-8	9-10	
Category 4	1-2	3-4	5-6	7-8	9-10	
<b>Operations (30 points)</b>						
Layout Selection & Floorplan	1-2	3-4	5-6	7-8	10	
Interior and décor	1	2	3	4	5	
Organizational chart	1	2	3	4	5	
Presentation Skills	1	2	3	4	5	
Q & A- Depth of Knowledge	1	2	3	4	5	
<b>Menu and Costing (5 points)</b>						
Recipes, Costing, Pricing	1	2	3	4	5	

<b>DISQUALIFICATION</b>	<b>PENALTY</b>
<b>Reason for Disqualification:</b>	<b>Reason for Penalty:</b>
_____ Team missed Orientation.	_____ Team uniform does not fit competition guidelines. 5 points.
_____ Team missed appointed time to compete.	_____ Restaurant concept not located in ProStartville or does not match provided restaurant space scenarios. 5 points.
_____ Team received coaching/communication while competing.	_____ Menu includes more or less than 12 menu items. 5 points.
_____ Team used parts of a previously submitted work	_____ Includes food costing worksheets for more or fewer than 1 menu item. 5 points.
_____ Team did not compete in each event segment (written, verbal, critical thinking)	_____ Includes more or less than 1 menu pricing worksheet. 5 points.
_____ General disqualifications listed on page 5.	_____ Includes more or less than 2 marketing tactics. 5 points.
	_____ Written proposal does not meet specifications, or was not submitted on time. 5 points.
	_____ All 15 written proposal copies are not identical. 5 points.
	_____ Team includes an alcoholic beverage as one of their menu items. 5 points.
	_____ Team uses an alcohol-related activity or promotion as one of their marketing tactics. 5 points.
	_____ Team does not use one of the four NRAEF provided restaurant space scenarios. 5 points.