



# AOBT Real Estate Project

## Presentation Assessment Rubric



Panelist: \_\_\_\_\_ Presenters: \_\_\_\_\_

CATEGORY	4 Excellent	3 Good/ Satisfactory	2 Needs Improvement	1 Unsatisfactory
<b>Info Content</b>	Presentation information is <b>very detailed, informative, interesting, and well-explained.</b> The team has done impressive research.	Presentation includes <b>some good detail</b> , is informative, and mostly well-explained. Research is evident.	Presentation is informative, but <b>could use more detail.</b> Research is evident, but some <b>topics need more thorough explanation.</b>	Presentation is not informative; needs more detail, <b>appears too vague</b> or does not appear to be accurately researched.
<b>Media/Visual Aid Appeal</b>	Presentation makes <b>excellent use</b> of professional and aesthetically pleasing pictures, charts, graphs, sound, movie, etc.	Presentation contains <b>some</b> professional and aesthetically pleasing pictures, charts, graphs, sound, movie, etc.	Presentation contains a <b>balance</b> of text, pictures, graphs, sound, movie, but may not be polished or impressive.	Presentation is not professional or pleasing to eye: (text too small, not enough pictures, missing charts, etc.)
<b>Organization</b>	Presentation is <b>clearly organized</b> by topic with logical progression; partners alternate speaking <b>seamlessly.</b>	Presentation is <b>organized logically</b> by topic; partners easily alternate speaking.	Presentation is mostly organized by topic with <b>minor problems in flow;</b> partners alternate speaking.	Presentation is <b>disorganized, does not flow or lacks cohesion;</b> presenters appear flustered or disorganized when alternating.
<b>Effectiveness</b>	Presenters are <b>poised &amp; professional.</b> They give an <b>impressive, thorough comparison</b> of three homes based on client's needs. <b>Financials</b> are accurate and <b>meaningful.</b>	Presenters are <b>composed</b> and make <b>skillful</b> comparisons of three homes based on client needs. <b>Financials</b> are <b>accurate.</b>	Presenters appear <b>prepared</b> , but occasionally <b>unsure.</b> Comparisons and financials <b>could have used more thought or accuracy.</b>	Presenters appear <b>unprepared, unprofessional or noticeably insecure.</b> Home comparisons and/or financials are <b>missing</b> crucial points.
<b>Speech Delivery Skills</b>	Presenters <b>enunciate clearly and loudly, have excellent posture, and make great eye contact.</b> Presenters use slides as a visual outline and they avoid distracting phrases, mannerisms.	Presenters are <b>mostly clear, easy to hear, and they make good eye</b> contact. Presenters use slides as an outline and mostly avoid distracting mannerisms and phrases.	Presenters are <b>sometimes hard to understand or hear. They make adequate eye</b> contact. Presenters occasionally read slides word-for-word and use some distracting phrases, words, or mannerisms.	Presenters are <b>unclear or very hard to hear.</b> Presenters make <b>poor</b> eye-contact. Presenters read off slides and distract the listener with many <b>slang words, stumbles, "ums"</b> or other diversions.

Comments:

**Total score out of 20 pts:**  
**Points:** \_\_\_\_\_