

**Management Consulted Scoring Guide
Method 1: Process Scoring**

Case Anatomy	Guidance	Student Performance Time (List Time)	Student Performance Process (Check if Yes)
Background	1 Minute Takes notes; finishes notes within 3 seconds of prompt being read		
Recap	1 Minute Provides recap and asks no questions		
Case and Objective Clarification	2 Minutes Asks 0-3 questions		
Grand Pause	2 Minutes Asks for time, quietly works on complete structure		
Game Plan	2 Minutes Clearly explains plan		
Quantitative Questions	5 Minutes Does all 4 steps aloud (recap, structure, solve, insight)		
Creative Questions	2 Minutes Does all 4 steps aloud (recap, clarify, 3+ item list, review)		
Case Closing	2 Minutes Does all 3 steps (what they did, what they recommend, next steps)		

Areas for improvement: _____

Method 2: Content Scoring

Case Anatomy	Guidance	Student Performance Time (List Time)	Student Performance Score (1-4)
Background	1 Minute Appears relaxed and on top of notes, finishes quickly		
Recap	1 Minute Starts positively, provides confident recap		
Case and Objective Clarification	2 Minutes Asks 0-3 questions (no new data), explains why for each		
Grand Pause	2 Minutes Asks for time, takes full 2 minutes to complete thorough 2-level structure		
Game Plan	2 Minutes Confidently explains plan, includes numbering and priorities		
Quantitative Questions	5 Minutes Builds confidence, demonstrates comfort, drives to second level insights, does not round, ties to structure		
Creative Questions	2 Minutes Completes 3+ item list, keeps going when pressed, takes great notes		
Case Closing	2 Minutes Ties back to case actions, makes confident and clear recommendation		
TOTAL SCORE			

Areas for improvement: _____

Method 3: Abbreviated Scoring

Case Element	Guidance	Student Performance Score (1-4)
Structure	<p>Candidate consistently presents ideas in logical lists and bullets, even during creative responses.</p> <p>Candidate manages the flow of the case with ease and does not get confused.</p>	
Problem Solving	<p>Candidate maintains a focus and awareness on the hypothesis and drives toward a solution.</p> <p>Candidate is excellent at math (structure and calculations), quick to realize and correct mistakes, and adept at tying data to overall conclusions.</p>	
Communication	<p>Candidate provides concise, well-spoken responses to each question.</p> <p>Candidate demonstrates confidence and works with you through difficulty but maintains positive attitude.</p> <p>Consultants would enjoy working with and managing this candidate, and would trust them to be clear and complete.</p>	

Areas for improvement: _____
