

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	200	
Game Plan	2 Minutes Clearly explains plan	"C),	
Quantitative Questions	5 Minutes Does all 4 steps aloud (recap, structure, solve, insight)		54/2
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:	
Areas for improvement.	



Method 2: Content Scoring

Background 1 Minute Appears relaxed and on top of notes, finishes quickly Recap 1 Minute Starts positively, provides confident recap Case and Objective Clarification 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 Questions Minutes Builds confidence, demonstrates comfort, drives to second level insights, does not round, ties to structure Creative Questions 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	Case Anatomy	Guidance	Student Performance Time (List Time)	Student Performance Score (1-4)
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Areas for improvement: _	 	



Method 3: Abbreviated Scoring

Case Element	Guidance	Student Performance Score (1-4)
Structure	Candidate consistently presents ideas in logical lists and bullets, even during creative responses. Candidate manages the flow of the case with ease and does not get confused.	
Problem Solving	Candidate maintains a focus and awareness on the hypothesis and drives toward a solution.	
	Candidate is excellent at math (structure and calculations), quick to realize and correct mistakes, and adept at tying data to overall conclusions.	
	Candidate provides concise, well-spoken responses to each question.	
Communication	Candidate demonstrates confidence and works with you through difficulty but maintains positive attitude.	1/2
	Consultants would enjoy working with and managing this candidate, and would trust them to be clear and complete.	100

Areas for improvement: _	 	