



**SOUTH DAKOTA STATE  
UNIVERSITY EXTENSION**



**PUBLIC PRESENTATIONS  
4-H Spark Tank Scoresheet**

Name \_\_\_\_\_ ID \_\_\_\_\_ Age Division \_\_\_\_\_ Individual \_\_\_\_\_ Team \_\_\_\_\_  
 Name \_\_\_\_\_ ID \_\_\_\_\_ Age Division \_\_\_\_\_ Individual \_\_\_\_\_ Team \_\_\_\_\_  
 Title \_\_\_\_\_

CRITERIA	Points Possible	Comments
<b>Personal Introduction - 10 points</b> - Captures audience attention & tells audience what you are going to tell them - Introduce yourself: include name, age, club, years in 4-H	1 2 3 4 5 1 2 3 4 5	
<b>Product Introduction – 20 Points</b> - Business Title/Slogan - Product - Physical product or clear description - Ask of the Sparks	1 2 3 4 5 1 2 3 4 5 1 2 3 4 5 1 2 3 4 5	
<b>Investment Pitch – 15 Points</b> - Amount requested - Return for fictional investors - Money used for	1 2 3 4 5 1 2 3 4 5 1 2 3 4 5	
<b>Market Research - 15 points</b> - Why is it needed? - Who will use it? - Compare other product	1 2 3 4 5 1 2 3 4 5 1 2 3 4 5	
<b>Expense Plan - 20 points</b> - Fixed expenses - Variable expenses - Advertising - Profit	1 2 3 4 5 1 2 3 4 5 1 2 3 4 5 1 2 3 4 5	
<b>Sales Plan - 15 points</b> - Initial investment - Projected sales - Projected profit	1 2 3 4 5 1 2 3 4 5 1 2 3 4 5	
<b>Presentation - 30 points</b> - Organization of materials - Quality of content - Originality - Enthusiasm and poise - Suitable attire, appearance and posture - Professionalism	1 2 3 4 5 1 2 3 4 5	
<b>Reflection - 15 points</b> - 4-H project area connection - Knowledge gained from this experience - Future goals of project	1 2 3 4 5 1 2 3 4 5 1 2 3 4 5	
<b>Spark Tank Business Plan (Turned in) - 5 points</b>	1 2 3 4 5	
<b>Showmanship - 10 points</b> - Use of voice, eye contact, facial expressions - Use of gestures, body movement, timing, style, posture	1 2 3 4 5 1 2 3 4 5	

CRITERIA	Points Possible	Comments
<b>Length of Presentation: Start _____ End _____</b> <b>Minimum time</b> – Beg. 10 min.; Jr. 15 min.; Sr. 20 min. <b>Maximum time limit:</b> 25 minutes (If under, deduct 3 points. If over, deduct 3 points for first minute over and 1 point per each additional minute.)		
<b>Senior Assistance Deduction:</b> If senior age 4-H member receives assistance setting up presentation by adult, deduct 3 points.		
<b>TOTAL</b>	<b>155</b>	
Comments:          		

<b>Circle Appropriate Ribbon Placing</b>			
Purple (155-140)	Blue (139-124)	Red (123-108)	White (107 & below)

\_\_\_\_\_  
 Judge's Signature

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 Judge's Signature