



enactus™

**AUSTRALIAN
NATIONAL COMPETITION
JUDGE'S
GUIDE**

+ July 6 -7, Sydney



PASSION & PURPOSE

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**WE BELIEVE INVESTING IN STUDENTS WHO TAKE
ENTREPRENEURIAL
ACTION FOR OTHERS
CREATES A BETTER WORLD FOR
US ALL.**

We live our values
of integrity, passion,
innovation and
collaboration
in all that we do.

JUDGES' OATH

On my honour, I agree to serve today as an official judge for this competition in a completely fair and impartial manner. I personally commit to this responsibility with no previous conflicts of interest or predetermined expectations for the outcome of the competition.

I will make my evaluations based entirely on the teams' presentations and written reports using only the judging criterion provided to me. And I will make my judging decisions independently, with integrity and without regard as to the institutions, communities or countries represented by these teams.

COMPETITION PROCESS

Welcome

The Enactus project experience creates a significant impact on students' lives as well as the impact they report. Your participation today supports the positive impact teams strive for throughout the year. Student teams utilise this same guide as part of their presentation training.

Enactus is the world's largest experiential learning platform dedicated to creating a better world while developing the next generation of leaders with a head for business and a heart for the world.

The Enactus Judging Criterion

All competing Enactus teams work within the same framework and criterion. The single question you will apply today to make your best judgement for team presentations is:

Which Enactus team most effectively demonstrated entrepreneurial leadership to drive business and innovation for sustainable positive impact to benefit people, planet and prosperity within the last year?

While some teams may have access to sophisticated tools to enhance their presentations, as an impartial judge, your focus should be on how effective the team was in demonstrating:

1. Entrepreneurial leadership
2. Use of business principles
3. Use of innovation
4. Sustainable positive impact to benefit people, plant and prosperity

See the Individual Team Evaluation and Cumulative Evaluation Forms for further guidance on this terminology.

When judging teams, also consider the following four items:

1. PROCESS

In order to turn challenges into opportunities, teams identify community needs by conducting a needs assessment. Your evaluation should consider if the team effectively stated and aligned their project's purpose with their needs assessment.

2. TIME

Some projects you will judge have been developed and implemented over multiple years; it is the team's responsibility to provide you with the progress made

specifically within the reporting year of their project. Your evaluation should focus on the impact achieved within that one-year period.

3. COLLABORATION

It is not uncommon for teams to create a joint venture or collaborate with other organisations on projects. It is important that the team clearly define with whom they collaborated, and the Enactus team's specific role and contributions toward the outcomes and impact. Teams should clearly report the degree of impact they can legitimately take credit for and should be evaluated accordingly.

4. LOCATION

Teams are encouraged to work on projects within their home country or, if they work internationally, to collaborate with other Enactus teams where possible. Your focus should be on the meaningful impact and the sustainability of the project, regardless of the location.

Annual Report and Team Bios

The Annual Report is an overview of the team's work as well as their collective results and impact. It may also include their mission statement, insights from needs assessment, alignment to Sustainable Development Goals and future plans for growth and sustainability.

While teams may demonstrate products or prototypes on stage, no materials, gifts or other handouts are to be given to the judges nor are they to be integrated into the Annual Reports with the exception of a brief biography of each team member. These Team Bios are not to exceed five two-sided pages and are subject to the same dimensions** as the Annual Report. Team Bios are not to be placed inside the Annual Reports and must be distributed to the judges as a separate document.

**Annual Reports are standardized to the following specifications: (1.) Four single sheets of 8 ½" x 11" or A4 size paper with print only on one side of each sheet; (2.) Two single sheets of 8 ½" x 11" or A4 size paper with print on both sides of each sheet or (3.) One sheet of 11" x 17" or A3 size paper with print on both sides.

Presentations

Once the team has been introduced, they have a total of 20 minutes that includes:

- 3 minutes, Annual Report distribution and technical set up
- 12 minutes, team presentation to judges
- 5 minutes, question and answer session

Note: If a team ends short of the allotted 12-minute presentation time, remaining time is not added to the question and answer session.

Question and Answer Session

This 5-minute period is an opportunity to ask brief, clarifying questions to support your judging decision. Please know the question and answer period will be cut off at the 5-minute mark in fairness to all presenting teams.

Your Voting Process

After all the teams in your league have concluded their presentations, your voting process occurs as follows:

1. You will start by taking a few minutes to review and make any additional comments on the Individual Team Evaluation Forms. Your comments will be the only formal review that teams receive, so we thank you for providing constructive feedback on how the teams can continue to improve.
2. Once you have completed the Individual Team Evaluation Forms for all the teams, you will transfer the assessments ranging from Insufficient to Excellent (I, F, G, VG or E) from the Individual Team Evaluation Form to the Cumulative Evaluation Form.
3. You will then use these marks for guidance to rank each team, with #1 being the team you think did the best overall job of fulfilling the judging criterion, #2 being the second, and so on. You must give every team a different ranking as no ties are allowed.

Note: Although the assessment marks should influence your final decisions, there are no mandated formulas that must equal a ranking of first place, second place, etc. In fact, you may likely have multiple teams that receive the exact same assessment. Regardless, your primary focus during final ranking should be on each team's overall presentation and how effectively they fulfilled the judging criterion. The assessment marks are meant only as a guide in helping to offer a framework and inform what is ultimately your decision on final rankings.

After all judges have completed their Cumulative Evaluation Forms, the League Coordinator will guide you on the remainder of the voting process.

The Scoring Process

The voting and scoring process is a closed session, open only to judges and led by trained League Coordinator(s) and/or Enactus staff members.

Judges must be present for all presentations in order for their votes to be counted during the scoring process.

Judges are not permitted to consult with one another or influence the votes of others. Neither are they permitted to hold discussions or consult with Enactus staff. Please see tie-breaking process for exceptions to this policy.

All voting results are reviewed and verified by Enactus staff who use an official scoring process and Score Verification Grid provided by Enactus. All judges must maintain the confidentiality of the competition results and are not to share the results of your league. The final results are announced at the awards ceremony, which all judges are invited to attend.

The Tie-breaking Process

Enactus utilizes a standardized tie-breaking process. Judges vote between tied teams only. No conversation or debate should take place among the judges.

League Coordinator(s) and/or Enactus staff members review the total number of 1st, 2nd, 3rd, 4th, etc. votes until one of the tied teams has a higher number of votes in the higher ranking slot. If the tie is broken, no additional actions are needed.

If the tie is not broken, League Coordinator(s) and/or Enactus staff members explain to the judges that they will be permitted to discuss and deliberate for up to 10 minutes on which of the tied teams should be higher ranked. After 10 minutes the League Coordinator(s) and/or Enactus staff members will lead a re-vote between the tied teams. Scoring is complete when no ties remain.

Thank You

We are grateful for the time you are investing today to serve as an Enactus judge. Thank you for your continued support in our mission to engage the next generation of entrepreneurial leaders to use innovation and business principles to improve the world.

INDIVIDUAL TEAM EVALUATION FORM



Institution Name: *Name Here*

Date: *2020*

Enactus Judging Criterion:

Which Enactus team most effectively demonstrated entrepreneurial leadership to drive business and innovation for sustainable positive impact to benefit people, planet and prosperity within the last year?

How effective was the team in demonstrating

	Insufficient	Fair	Good	Very Good	Excellent
Entrepreneurial leadership Identifying a need and capitalizing on opportunities by taking personal responsibility, managing risk and managing change within a dynamic environment.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Innovation The process of introducing new or improving existing ideas, services, technologies, products or methodologies.	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use of business principles Applying a sound business model and business plan.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Sustainable positive impact Demonstrating a measurable, lasting improvement for people, planet and prosperity*.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>

*Prosperity - fulfilling lives economically and socially

Optional feedback for teams:

Valuable insights or suggestions related to the team's projects and activities:

Super work applying a collaborative approach! Your team did an excellent job completing a needs assessment and taking the target audience through comprehensive and interactive learning experiences. However, your team did not successfully prove if/how capacity was built and there was no mention of the next step in several of the projects. The projects seem to illustrate potential, but it can only be proven by making strong strides toward empowering the beneficiaries.

Constructive feedback on the team's ability, presentation and communication skills:

Great visual presentation! Presenters seemed very natural and poised. Nice job connecting the dots for the judges. Your Annual Report is well organized but hard to read. Try to summarize your projects in a concise manner.

Additional comments may be provided on the back of this form.

CUMULATIVE EVALUATION FORM



Judge Name: *Name Here*

Organization: *Organization Name Here*

Date: *2020*

Assessment Legend:

- I** Insufficient
- F** Fair
- G** Good
- VG** Very Good
- E** Excellent

Transfer your assessments from the Individual Team Evaluation Forms. Please use the codes I, F, G, VG and E to note level of performance. Using your assessments as a reference, rank the teams (with 1 being your top choice). No ties allowed.

Please list team names in order of presentation.			
Team Names:	Team A	Team B	Team C
Entrepreneurial leadership Identifying a need and capitalizing on opportunities by taking personal responsibility, managing risk and managing change within a dynamic environment.	E	E	VG
Innovation The process of introducing new or improving existing ideas, services, technologies, products or methodologies.	G	E	E
Use of business principles Applying a sound business model and business plan.	E	I	F
Sustainable positive impact Demonstrating a measurable, lasting improvement for people, planet and prosperity*.	VG	VG	G
<small>*prosperity - fulfilling lives economically and socially</small>			
Ranking: Please rank the teams (with 1 being your top choice). No ties allowed.	1	2	3