**Business Plan Peer Review Grading Rubric**

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| **Grading Criteria** | **Exemplary**  **45-50 pts** | **Proficient**  **35-44 pts** | **Needs Development**  **<35 pts** |
| **Strengths and Weaknesses Identified**  **10 points** | Identified all or most of the relevant strengths, weaknesses, opportunities or threats in both presentations. | Identified some of the relevant strengths, weaknesses, opportunities or threats in both presentations. | Identified very few of the relevant strengths, weaknesses, opportunities or threats in either of the presentations. |
| **Gaps Identified**  **20 points** | Identified more than one gap as a direct result of strengths and weaknesses analysis. Investor perspective clearly evident | Identified one gap as a direct result of strengths and weaknesses analysis.  Investor perspective somewhat evident | No gaps identified and/or investor perspective not discernable. |
| **Information source and resource suggestions**  **10 points** | Numerous suggestions and resources offered. | A suggestion or resource offered. | No suggestions or resources offered. |
| **Mechanics**  **10 points** | Writing, APA citation and references all correct. | Writing, APA citation and references have an occasional minor error. | Numerous errors in writing and APA citation and references. |