JUDGING FORM (25-minute presentation)
International Business Ethics and Sustainability Case Competition
Loyola Marymount University

SESSION (Date and Time)	TOPIC	TEAM (School and Division)

Judge Information
If you have a business card, please leave with Senior Judge

Name_____

Organization_____

Email_____

General Instructions

The team's job is to 1) describe an ethical problem the organization is facing and 2) propose a solution to that problem. They should describe the legal, business and ethical dimensions of the problem and show how their solution addresses legal issues, makes sense financially, and is ethically sound.

The team should inform you of your "business identity" and their "business identity." Who are they in this roleplay, e.g., ethics department, outside management consultants, other?

Teams have been encouraged to handle the ethical issues in simple, common sense language, meaning they should translate any technical ethical issues into everyday language appropriate to an executive audience. They should be persuasive and have strong presentation skills.

Legal Dimension

Please base your score on how well the team answered the following questions:

- Is the problem brought about by any laws or regulations having been broken?
- Do any laws or regulations determine or limit what the organization/industry may or may not do to resolve the problem?
- Do any major court cases determine or limit what the organization may do to resolve the problem?
- Is there any likelihood of lawsuits?
- Is the solution legal?
- If no laws or cases apply, did the team make this clear?

Scoring – How well did the team explain the legal dimensions of the problem and their solution? Check boxes below.

(1) **Outstanding** Everything one could expect, plus more	(2) **Good** Everything one could reasonably expect	(3) **Acceptable** Most of what one could reasonably expect	(4) **Marginal** Much of what should be there, but not enough	(5) **Weak** Some of what should be there, but seriously incomplete

Financial/Business Dimension

Please base your score on how well the team answered the following questions:

- Did any business/financial factors contribute to the problem?
- Are the business/financial implications of any legal issue pointed out?
- Are the business/financial implications of any ethical issues pointed out?
- What are the business/financial implications of the solution?
- Does the solution make sense from a business/financial perspective?
- Is the solution affordable?

Scoring – How well did the team explain the business/financial dimensions of the problem and their solution? Check boxes below.

(1) **Outstanding** Everything one could expect, plus more	(2) **Good** Everything one could reasonably expect	(3) **Acceptable** Most of what one could reasonably expect	(4) **Marginal** Much of what should be there, but not enough	(5) **Weak** Some of what should be there, but seriously incomplete

Ethical Dimension

Please base your score on how well the team answered the following questions:

- From an ethical and values-based perspective, why is the problem an ethical issue?
- What is the amount and type of tangible good and harm involved in the problem and in the solution?
- Are the actions themselves in this case (in the problem and solution) ethically defensible?
- What positive ethical value does the solution advance?
- Is the solution ethically acceptable?

Scoring – How well did the team present the ethical issues in a straightforward way, relating them directly to central issues associated with running the organization? (The discussion of the ethical issues should have helped the team "sell" the team's solution to the executives.) Check boxes below.

(1) **Outstanding** Complicated ethical issues made easy to understand. Relevance to business concerns was clear and insightful.	(2) **Good** Ethical issues explained simply. Connection to business concerns was clear.	(3) **Acceptable** Explanation needed development, but you got the general idea of the ethical issues and connection to the business concern.	(4) **Marginal** You only partially understood the ethical issue (explanation not clear or too technical) and/or the connection to the business concern.	(5) **Weak** Explanation seriously incomplete. You barely understood the ethical issues.

Did the team use technical philosophical language, cite philosophers as authorities or appeal to any religious tradition? (Not appropriate in typical business setting.)

Yes   No

Persuasiveness

Please base your score on the following:

- Were the problem and the solution clearly explained?
- Were the analyses thorough and well-informed?
- Is the solution realistic and practical?
- Is the solution legal, financially responsible and ethical?

Scoring – Were you convinced by the team's analysis of the problem and suggested solution? Check boxes below.

(1) Outstanding	(2) Good	(3) Acceptable	(4) Marginal	(5) Weak
Convinced and I would act on their recommendations. You have no reservations.	Convinced. You have some reservations, but nothing major.	More or less convinced. You have some reservations, but the presentation left you more convinced than unconvinced.	Almost convinced. You have major reservations that leave you unconvinced, and found more than 50% of the presentation unconvincing.	Unconvinced. The presentation may have some good points, but clearly not enough to convince you.

Presentation Skills

Please base your score on the following:

- Were the speakers comfortable enough with the material that they did not read from a script or rely on reading the slides?
- Could all the speakers be heard?
- Were the graphics, visual aids, or handouts used effectively?
- Did the team manage the time well?
- Did the team handle the question and answer session effectively?
- Was the team's professional demeanor appropriate for an executive presentation?

Scoring – Were you convinced by the team's analysis of the problem and suggested solution? Check boxes below.

(1) **Outstanding** Everything one could expect, plus more	(2) **Good** Everything one could reasonably expect	(3) **Acceptable** Most of what one could reasonably expect	(4) **Marginal** Much of what should be there, but not enough	(5) **Weak** Some of what should be there, but seriously incomplete

General comments, if any: