

Discussion Meet Scoring Rubric

(1) OPENING STATEMENT 10 pts.	Competitor... • Does not address the problem – is off topic. • Does not address the importance or relevancy of the problem. • Makes a “closed” statement that does not allow room for further conversation. • Does not seem to have a point of view. • Does not finish in the allotted time. Award 0-3 points	Competitor... • Defines the problem. • Sets the problem in context. • Makes a statement that leaves some room for further conversation but could be more open. • Has a general point of view. • Stays in the given time. Award 4-6 points	Competitor... • Clearly defines the problem. • Conveys the importance and relevancy of the problem. • Makes an “open” statement that leaves room for further conversation. • Sets the stage for an interesting conversation with a very clear point of view. • Uses their time very wisely and stays in the given time. Award 7-10 points
(2) ANALYSIS OF TOPIC OR PROBLEM: 20 pts.	Competitor... • Does not address the problem or does not remain on topic/wanders/distracts. • Hasn't done much research or lacks quality facts. • Doesn't build on other's ideas, only pushes their own. • Doesn't ask questions to clarify other's ideas. • Doesn't share relevant personal examples. • Misinterprets the issue or does not display competency and therefore does not help with problem solving. • Is unaware of FB policy. Award 0-5 points	Competitor... • Identifies the causes of the problem, does not directly address them, but remains on topic. • Has done research. • Addresses the ideas of others but does not build upon them – or only drops in information they learned without connecting it to previous ideas and moving the conversation forward. • Asks some questions to help vet the ideas of others. • Shares relevant personal examples – may be slightly off topic. • Demonstrates knowledge of this problem but not why it exists. • Is aware of current FB policy. Award 6-12 points	Competitor... • Identifies and addresses the causes of the problem and remains on topic. • Has thoroughly researched the topic. • Confidently builds on the ideas of others to contribute to a coherent analysis. • Asks relevant questions to vet the ideas of others. • Shares relevant personal examples that add to the conversation. • Helps ensure thorough analysis before moving to problem solving. • Is aware of current and relevant FB policy. Award 13-20 points

Discussion Meet Scoring Rubric (continued)

(3) PROBLEM SOLVING AND IMPLEMENTATION 25 pts.	Competitor... • Instead of helping to guide the conversation to a solution, just data drops. • Offers no plan for a solution or a generic plan like "tell our story" or "educate consumers." • Does not identify how Farm Bureau is involved. Award 0-6 points	Competitor... • Tries to help lead the conversation to address a solution but misses opportunities to collaborate with the group. • Has a plan but is missing specificity. • Farm Bureau is mentioned but is not a crucial piece of the solution. Award 7-16 points	Competitor... • Is a leader in guiding the group and the conversation to specific and relevant solutions. • Generates ideas that contribute to an achievable and specific plan of action to resolve the issue. • Clearly defines how Farm Bureau is part of the action plan. Award 17-25 points
(4) COOPERATIVE ATTITUDE: 15 pts.	Competitor... • Does not listen to others – just waits for their turn to talk. • Cuts others off or simply repeats what others have already said. • Is rude, defensive or combative when they do not agree with others. Award 0-4 points	Competitor... • Contestant listens to others but does not comment specifically on their ideas or tie ideas back to the bigger conversation. • Is respectful of others. • Is not rude or defensive when they disagree with others. Award 5-9 points	Competitor... • Is an active listener and comments on references or specific ideas mentioned by others tying them back to the bigger conversation. • Clearly shows grace, courtesy and respect to other participants. • Shows integrity especially when they do not agree with others. Award 10-15 points
(5) DELIVERY: 15 pts.	Competitor... • Is boring/ mumbling/ monotoned. • Slouches, does not use appropriate gestures or have eye contact. • Ideas are difficult to understand, or they are not confident in speaking. Award 0-4 points	Competitor... • Speaks at an appropriate volume and pace with appropriate tone. • Uses effective posture, gestures and eye contact. • Conveys thoughts and viewpoints but could seem overly rehearsed. Award 5-9 points	Competitor... • Is interesting to listen to, animated and lively, speaks at an appropriate volume and with a professional and courteous tone. • Is poised and uses gestures and eye contact that emit respect and professionalism. • Confidently conveys thoughts and viewpoints clearly. Award 10-15 points
(6) CLOSING STATEMENT: 15 pts.	Competitor... • Does not accurately summarize the conversation. • Uses memorized speech that doesn't reflect the content of the conversation. • Closing statement is forgettable. Award 0-4 points	Competitor... • Summarizes the conversation that happened. • Uses take-away points from the discussion to help develop a plan. • Closing statement is memorable. Award 5-9 points	Competitor... • Shows that they have actively listened to the conversation in their summary. • Uses take away points from the discussion to develop relevant, realistic and specific action items and plans for the future. • Closing statement is memorable and inspires confidence in their ability to work toward a solution. Award 10-15 points