

## Performance Evaluation Scoring Guide

**Due Date:** End of Unit 8

**Percentage of Course Grade:** 20%.

CRITERIA	NON-PERFORMANCE	BASIC	PROFICIENT	DISTINGUISHED
<b>Analyze the trend for the company's accounts receivable collections.</b> 25%	Does not analyze the trend for accounts receivable collections.	Identifies the trend, but the analysis is incomplete or missing information.	Analyzes the trend for the company's accounts receivable collections.	Analyzes the trend for accounts receivable collections and explains findings clearly and in sufficient detail that helps managers make a decision.
<b>Compare the company's average inventory turnover ratio to an industry average.</b> 25%	Does not compare the company's average turnover ratio to the industry average.	Compares the company's average turnover ratio to the industry average, but the comparison is incomplete or missing information.	Compares the company's average inventory turnover ratio to an industry average.	Compares the company's average inventory turnover ratio to the industry average and explains the difference it makes in the company's financials in detail and with clarity that will help bank managers make a loan decision.
<b>Evaluate the company's short-term and long-term credit worthiness.</b> 30%	Does not evaluate the company's short- and long-term credit worthiness.	States a belief about the company's short- and long-term credit worthiness but does not provide an analysis.	Evaluates the company's short-term and long-term credit worthiness.	Evaluates the company's short- and long-term credit worthiness for this year compared to last year and explains and includes information that will help bank management make a loan decision.
<b>Communicate accounting information clearly.</b> 20%	Does not communicate accounting information clearly.	Communicates accounting information, but some information is not clear.	Communicates accounting information clearly.	Communicates accounting information clearly and engages the reader with the fluidity of expression. There are few if any errors of mechanics, grammar, or style.