

Expansion Recommendation Scoring Guide

CRITERIA	NON-PERFORMANCE	BASIC	PROFICIENT	DISTINGUISHED
Analyze financial statements for decision support.	Does not analyze financial statements.	Identifies financial information but does not analyze it.	Analyzes financial statements for decision support.	Analyzes financial statements for decision support, providing details that support or do not support expansion.
Explain risks associated with an investment decision.	Does not explain risks associated with an investment decision.	Identifies risks with the proposed investment without explaining.	Explains risks associated with an investment decision.	Explains risks associated with an investment decision and provides examples of how the risks may play out.
Recommend a course of action based on financial information.	Does not recommend a course of action based on financial information.	Identifies a possible course of action but does not make a recommendation.	Recommends a course of action based on financial information.	Recommends a course of action based on financial information and provides detailed information about expected performance.
Explain how financial criteria support a decision.	Does not explain how financial criteria support a decision.	Identifies financial criteria that support a decision without explaining how.	Explains how financial criteria support a decision.	Explains how financial criteria support a decision in detail and using examples.
Communicate accounting information clearly.	Does not communicate accounting information clearly.	Communicates accounting information, but some information is not clear.	Communicates accounting information clearly.	Communicates clearly and engages the reader with the fluidity of expression. There are few if any errors of mechanics, grammar, or style.