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| **FACULTY OF TECHNOLOGY MANAGEMENT AND TECHNOPRENEURSHIP (FPTT)**  **UNIVERSITI TEKNIKAL MALAYSIA MELAKA (UTeM)** | | |
| **TECHNOLOGY ENTREPRENEURSHIP** | | |
| **BTMW 4012** | **SEMESTER II** | **2021 2022** |
| |  |  |  |  |  | | --- | --- | --- | --- | --- | | **CO** | **PO** | **C** | **P** | **A** | | **2** | **10** |  |  | 3 |  |  |  |  |  | | --- | --- | --- | --- | | **Test** | **Practical Work** | **Business Project Report** | **Business**  **Plan** | |  | 1 |  |  |   **EVALUATION RUBRIC FOR BUSINESS SALES (INDIVIDU)**  **TOTAL 20%** | | |
| **Instructions for Individual Task 1: Practical Work (10%)**   1. This task is an individual assignment. 2. Students need to update your current sale from time to time. 3. Please refer to the assessment rubric for further details about the marks. | | |

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| **TECHNOLOGY ENTREPRENEURSHIP (BTMW 4012)** | | |
| **STUDENT NAME:** | **LECTURER NAME:** | **SEM II SESSION 2021/ 2022** |
| **MATRIX NO:** | **FACULTY: PROGRAM:** | **YEAR:** |

**EVALUATION RUBRIC FOR BUSINESS SALES 10%**

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| **Criteria** | **Marks Allocated** | **Worst** | **Poor** | **Moderate** | **Satisfactory** | **Good** | **Excellent** | **C** | **P** | **A** | **Marks Obtained (%)** |
| **Sales report** | **6 marks** | **0 mark** | **2 mark** | **3 mark** | **4 marks** | **5 marks** | **6 marks** |  |  | **A3** |  |
| Unable to provide any sales report | Able to provide minimal sales of RM 10 | Able to provide minimal sales of RM 20 | Able to provide sales with total sales of RM 40 | Able to provide total sales of RM 60 | Able to provide total sales of **RM61** and above |
| **4 marks** | **0 mark** | **2 mark** | **2.5 mark** | **3 marks** | **3.5 marks** | **4 marks** |  |  | **A3** |  |
| Unable to provide evidence | **Poor** evidence of sale record | Able to provide **moderate** customer information (customer’s name, address, payment method and delivery method – tracking no) | Able to provide **satisfactory** customer information (customer’s name, address, payment method and delivery method – tracking no) | Able to provide **good** customer information (customer’s name, address, payment method and delivery method – tracking no) | Able to provide **excellent** customer information (**customer’s name, address, payment method and delivery method – tracking no**) |

Comments :\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Lecturer Name :

Stamp : Date :