Grading Assessment

TEAM Pacemakers (21)

Assignment 1: Grade 8%: max. 80 points

Github Repository created, all team members have access	no repository *0 points*	repository created and max. 2 team members have access *6 points*	repository created and all but one team member have access *8 points*	repository created and all team members have access *10 points*
Team Canvas & Team name	no team canvas in wiki *0 points*	team canvas in wiki, incomplete information *12 points*	team canvas in wiki, team alignment and kick-off documented and clear to follow, all team members are considered *16 points*	team canvas and team name in wiki, team alignment and kick-off very well explained, all team members are considered *20 points*
Research	no research page in wiki *0 points*	incomplete research page in wiki, only few sources are explored *12 points*	good research, different sources (interviews, internet, others) are explored, information is verified, documented and explained *16 points*	great and informative research page in wiki, a variety of sources are explored, information is verified, well suited to present your research to the challenge giver *20 points*
Interviews with stakeholders	no interviews with stakeholders documented *0 points*	no meaningful interviews documented *12 points*	informative and relevant interviews are conducted and documented *16 points*	relevant insights drawn from interviews with stakeholders, clearly documented *20 points*
Open Questions	no open questions section on research page in wiki *0 points*	incomplete or unclear open questions on research page in wiki *6 points*	relevant open questions, well suited to get more information from the challenge giver *8 points*	well thought out questions, clearly stated, relevant and meaningful *10 points*

Total Points	80
Comments	You have a well-structured wiki in your repository. Your team canvas shows a good initial team alignment. You have started really well on the challenge delivering well-thought and researched outputs. The page is well structured and you have included good quality references. Great job in having interviewed 22 individuals. All team members have access to the GitHub Repository, and you are making good use of GitHub issues. Great job and keep up the good work!

Assignment 2: Grade 4%: max. 40 points

Empathy map	no empathy map 0 points	an empathy map is available 12 points	your empathy map shows a good understanding of your stakeholders' gain and pain points 16 points	clear, concise, and relevant visualization of your challenge opportunities 20 points
Problem Statement	no problem statement 0 points	problem statement is documented 12 points	your problem statement is understandable, applies the HMW canvas, and documents your insight 16 points	clear, well-thought-out and relevant problem statement, well documented on the HMW canvas 20 points

Total Points	36
Comments	Great way of synthesizing your research. Both your empathy map and your HMW statement are very well done. For the overall documentation, I would advise to write a paragraph to motivate and summarize what is visually present on your two screenshots of your virtual boards.

Assignment 3: Grade 3%: max. 30 points

Storyboard	No storyboard 0 points	A storyboard is available in your wiki 12 points	Your storyboard shows a good scenario benefiting from your idea 16 points	Your storyboard is easy to follow, meaningful and clearly demonstrate its use for your idea 20 points
Feedback to Storyboard	No feedback to storyboard documented 0 points	You have documented some feedback collected using your storyboard 6 points	You have collected feedback for your storyboard and you have refined your storyboard 8 points	You have collected feedback for your storyboard, refined it and there is evidence of improvement 10 points

Total Points	30
Comments	The final version of the storyboard is meaningful. Your idea is clear and easy to follow through the storyboard. You have documented in detail the feedback received and is clear how these insights helped you improve your storyboard. Great work! Keep up the great work when collecting feedback for the prototype.

Assignment 4: Grade 10%: max. 100 points

Digital Prototype	none *0 points*	barely working *12 points*	good release *16 points*	excellent, prototype works smoothly *20 points*
Key Features	none *0 points*	incomplete *6 points*	almost complete *8 points*	working very well *10 points*
Look and Feel	no prototype or very poor user interface *0 points*	difficult to understand *6 points*	well done *8 points*	very well done *10 points*
Wording and communication with the user	hard to understand *0 points*	not very professional *6 points*	easy to follow and to understand, good user experience *8 points*	consistent and clear wording, great user experience *10 points*

Purpose of digital prototype	unclear *0 points*	difficult to see the benefit of the digital prototype *6 points*	good use of prototyping. You have communicated the idea of the challenge contribution well. *8 points*	you are making excellent use of digital prototyping. You use it very well to bring your ideas across. *10 points*
Team work & workflow	hard to tell from issues, project board and wiki *0 points*	incomplete *6 points*	all team members are involved *8 points*	great team work, the entire team is involved, workload seems well balanced, involvement plays to individual strength *10 points*
Documentation in GitHub Issues	none identified *0 points*	incomplete or unclear *6 points*	issues are documented *8 points*	very thorough and concise documentation *10 points*
Wiki page	none *0 points*	incomplete or unclear *12 points*	good for showing to the challenge giver *16 points*	clear, easy to understand, relevant *20 points*

Total Points	98
Comments	Great 1st sprint. You have done a great initial development of your idea. You are using digital prototyping in a great way to communicate your idea. Teamwork looks great. You are using GitHub issues very well. Good job in using labels. Please be more active and verbose in commenting issues and describing issues. Keep up the good work.

Assignment 5: Grade 10%: max. 100 points

Business Model Canvas	no business model canvas found in wiki *0 points*	business model canvas is incomplete *6 points*	business model canvas gives a good overview of the business case of our team's idea *8 points*	all sections are complete, clear, concise, and relevant, it demonstrates a good understanding of the business case *10 points*
Customer Segments	none identified *0 points*	incomplete or unclear *6 points*	customer segments are identified *8 points*	customer segments are identified and relevant *10 points*
Value Propositions	none identified *0 points*	incomplete or unclear *6 points*	identified and relevant *8 points*	identified, relevant and concise *10 points*
Channels	none identified *0 points*	incomplete or unclear *6 points*	identified and relevant *8 points*	identified, relevant and concise *10 points*
Customer Relationships	none identified *0 points*	incomplete or unclear *6 points*	identified and relevant *8 points*	identified, relevant and concise *10 points*
Revenue Streams	none identified *0 points*	incomplete or unclear *6 points*	identified and relevant *8 points*	identified, relevant and concise *10 points*
Key Resources	none identified *0 points*	incomplete or unclear *6 points*	identified and relevant *8 points*	identified, relevant and concise *10 points*

Key Activities	none identified *0 points*	incomplete or unclear *6 points*	identified and relevant *8 points*	identified, relevant and concise *10 points*
Key Partnerships	none identified *0 points*	incomplete or unclear *6 points*	identified and relevant *8 points*	identified, relevant and concise *10 points*
Cost Structure	none identified *0 points*	incomplete or unclear *6 points*	identified and relevant *8 points*	identified, relevant and concise *10 points*

Total Points	86
Comments	Good initial job on the first version. You have an overall big-picture of your business model, and you have identified some relevant aspects around your business. There some aspects that leave room for improvement. We suggest you address this to improve your BM and get full points for it on the final deliverable. Take into consideration the following: You forgot to make it clear which position you are taking, either as a startup or a innovation-as-a-service provider that is developing a specific solution for the Munich2022. From the rational of your model, we assumed you positioned yourself as an APP developed for the Munich2022 and they should execute the business model. Specially since they are not mentioned on the partnership's block. The block customer segment you can make more concise by clearly dividing it into B2C and B2B. The customer relationship regards your relationship as a business to both your customer segments; hence, a community among users is not part of it. The cost structure you identified the most relevant items, but for the initial development cost of the application we had suggested you used as source www.estimatemyapp.com to simulate an approximately initial development cost. Unfortunately, you did not use it nor provided a rough estimate in euros for it. On the block resources, you have almost identified none relevant. It is very incomplete in the sense you have not taken into consideration the physical, financial and human resources necessary to execute the activities you listed, nor have you identified all activities necessary to run/deliver this solution.

TOTAL TEAM POINTS	**330 TOTAL POINTS (from 350 awarded)**

Please note these assignments account for 85% of your individual grade. The remaining 15% comes from the individual quizzes. Bonus points of up to 50 points (5%) are awarded on instructors' discretion based on students' individual contribution. The final notes and transcript of records will be available at the end of HM's summer semester (July 2021).

Final Grade Cutoffs (German grades and American letter grades in parenthesis)									
1,0 (A)	93%	1,7 (B+)	87%	2,7 (C+)	77%	3,7 (D+)	67%	5,0 (F)	<60%
		2,0 (B)	83%	3,0 (C)	73%	4,0 (D)	60%		
1,3 (A-)	90%	2,3 (B-)	80%	3,3 (C-)	70%				