Grading Scheme

ASSIGNMENTS	WEEKS	GRADE
(1) Team Canvas & kick-off challenge research Objectives: • Kick-off your work as a team. Align the team vision, manage course expectations, align previous experiences, and roles in your team. • Research the challenge problem. • Learn hands-on intercultural and international collaboration skills. • Learn how to work effectively in remote teams. • Increase your employability in a modern, global, digital work environment.	1	5% (50 points)
(2) Problem Statement Objectives: • Research the challenge problem. • Write a concise statement of your understanding of the problem. • The problem statement is a feedback to the challenge giver and shows the understanding of the challenge. • The problem statement is the starting point of ideation.	2	2% (20 points)
(3) Ideation Objectives: • Develop an innovative contribution to the proposed challenge. • Agree in your team what to work on. • Learn about innovation processes and entrepreneurial thinking. • Increase your employability in a modern, global, digital work environment.	3	8% (80 points)
(4) Sprint 1 Objectives: • Work on your idea. • Demonstrate scenarios for your idea. • Learn how to prototype using digital technologies. Learn processes and agile organizational skills used in digital projects.	5 & 6	10% (100 points)
(5) Business Model Canvas Objectives: • "Light-weight" proof of business case of your idea.	4-7	10% (100 points)
(6) Sprint 2 Objectives: • Refine your idea. • Test your idea and collect feedback. • Learn how to prototype using digital technologies. • Learn processes and agile organizational skills used in digital projects.	7 & 8	10% (100 points)
(7) Final Presentation Objectives: • Present your challenge contribution to the challenge givers. • Make effective presentations and pitches. • Increase your employability in a modern, global, digital work environment.	9	20% (200 points)
(8) Final Report & Prototype Objective: • Provide a valuable output for the given challenge.	9	20% (200 points)
TOTAL		100% (1000 points)
BONUS: Individual bonus points for outstanding contribution/participation	0-9	5% (50 points)

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%				

Grading Assessment TEAM 21

Assignment 1: Grade 5%: max. 50 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, poorly filled out *6 points*	team canvas in wiki, team alignment and kick-off well documented *8 points*	team canvas in wiki, team alignment and kick-off very well documented *10 points*
Research	no research page in wiki *0 points*	incomplete research page in wiki *6 points*	good research, well documented *8 points*	great and informative research page in wiki, very well suited to present your research to the challenge sponsor *10 points*
Interviews with stakeholders	no interviews with stakeholders documented *0 points*	no meaningful interviews documented *6 points*	well done *8 points*	great insights from interviews with stakeholders *10 points*
Open Questions	no open questions section on research page in wiki *0 points*	few (almost trivial) open questions on research page in wiki *6 points*	good open questions, well suited to get more information from the challenge sponsor *8 points*	excellent *10 points*

Total Points	48
Comments	Excellent start. Very well documented research. Team Canvas could be further developed, as it is too generic now. Especially on "people and roles" naming the team members, their profiles and roles on this project.

Assignment 2: Grade 2%: max. 20 points

Research the problem	no new research found *0 points*	research documented *6 points*	the problem was well researched *8 points*	Your wiki page shows excellent research in the problem domain. You were able to identify key sources and structure the information that you have obtained very well. *10 points*
Problem statement	no problem statement *0 points*	problem statement is available *6 points*	Your problem statement is understandable and documents your insight. *8 points*	Excellent problem statement *10 points*

Total Points	18
Comments	Problem statement has been updated, which is great. To further improve it, you must ask yourselves what are the real pain point(s) behind this problem? And you need to take into account the ski enthusiasts perspectives. What are their pain points that the German Ski Association in its position could offer a solution for? The problem statement should focus on the target audience and present the real problem (= the pain point(s)). Furthermore, a problem statement should not include the solution or indications of it.

Assignment 3: Grade 8%: max. 80 points

Empathy map	no empathy map 0 points	an empathy map is available 6 points	Your empathy map shows a good picture of your stakeholders' gain and pain points. 8 points	Excellent visualization of your challenge opportunities. 10 points
Ideation	ideation not documented 0 points	ideation was documented 6 points	well done 8 points	great, the ideation process is very well documented 10 points
Storyboard	no storyboard 0 points	A storyboard is available in your wiki. 6 points	Your storyboard shows a good scenario benefiting from your idea. 8 points	excellent 10 points
Feedback to storyboard	no feedback to storyboard documented 0 points	You have documented feedback collected using your storyboard. 6 points	You have collected feedback for your storyboard and you have refined your storyboard. 8 points	excellent 10 points
Press Release	no press release 0 points	An imaginary press release is available. 12 points	Your imaginary press release is well written using the guidelines provided in the workshop. 16 points	excellent 20 points
FAQs	no FAQs 0 points	Your wiki shows a short list of FAQs. 12 points	good list of FAQs 16 points	comprehensive list of FAQs, all relevant questions are answered 20 points

Total Points	58
Comments	Good work. But it was not possible to understand your ideation process and how did you evolve from the first version of the storyboard to the final version as you did not document any feedback from ski enthusiasts. Something as simple as sharing it with family and friends (that fit the criteria) for an initial feedback would have been Ok. Your storyboard is clear, however it does not describe the customer journey through your application. It pictures 2 skiers talking in person about it and not the user journey from having the problem to solving the problem through the app. How are friendships fostered on the app? On your FAQ you focus on functionalities, but it lacks addressing the benefits and value proposition: Why should the ski enthusiasts join at all? What do they get from it? Is there a possibility of creating a fictional championship among amateur skiers? On the questions regarding the German Ski Federation you did not address the participation of their sponsors, how can these benefit from the app? Ads?

	Sponsor prizes to the players? Can there be a e.g. "Audi Championship" that the app players can join with their teams? What about clubs, which the federation mentioned are losing members and they don't have contact to them. Could there be an amateur liga with fun-games/challenges for them on the app rather than the profis?

TOTAL TEAM POINTS	124 TOTAL POINTS (from 150 awarded)