

WORLD MINING COMPETITION

PRESENTED BY  **PotashCorp**
Helping Nature Provide

OFFICIAL 2016 SCORECARD



	Outstanding/Excellent (85%-100%)					Above Average/Good (70-84%)				Average/Fair (55-69%)			Below Average/Poor (40-54%)													
PROBLEM IDENTIFICATION	<input type="checkbox"/> Primary and secondary issues clearly identified and defined <input type="checkbox"/> Issue(s) of critical importance are specifically mentioned <input type="checkbox"/> Critical insights discussed with limited case repetition					<input type="checkbox"/> Primary issues identified and adequately defined <input type="checkbox"/> Some secondary issues identified and adequately defined <input type="checkbox"/> Case discussion summarized effectively with limited case repetition				<input type="checkbox"/> Some primary issues identified but not defined <input type="checkbox"/> Some secondary issues are identified but not defined <input type="checkbox"/> Adequate discussion of case but with obvious repetition			<input type="checkbox"/> Primary and secondary issues are not defined <input type="checkbox"/> Case facts repeated from the case													
Score	10	9				8	7	6			5	4	3			2	1	0								
ANALYSIS	<input type="checkbox"/> Strong understanding of the industry and trends is clearly communicated <input type="checkbox"/> Qualitative and quantitative analysis used and supported effectively <input type="checkbox"/> Insights offered into future trends in the mining industry <input type="checkbox"/> Teams consider the projected price and volatility of the commodity					<input type="checkbox"/> Good understanding of the industry and trends <input type="checkbox"/> Qualitative and quantitative analysis is used adequately with limited supportive evidence <input type="checkbox"/> Limited insights into future trends in the mining industry <input type="checkbox"/> Basic consideration of projected price and volatility of the commodity				<input type="checkbox"/> Basic understanding of industry and trends <input type="checkbox"/> Qualitative and quantitative analysis is minimally used with no supportive evidence <input type="checkbox"/> Future trends in the mining industry are mentioned without insight <input type="checkbox"/> Teams mention but do not consider projected price and volatility of the commodity			<input type="checkbox"/> No understanding of the industry and trends <input type="checkbox"/> Qualitative and quantitative evidence is unclear or hard to follow <input type="checkbox"/> No insight into future trends in the mining industry <input type="checkbox"/> No consideration of projected price or volatility of commodity													
Score	15	14	13			12	11	10	9		8	7	6	5		4	3	2	1	0						
STRATEGIC RECOMMENDATION	<input type="checkbox"/> Recommendations are technically feasible and stay on budget while satisfying corporate objectives <input type="checkbox"/> Alternative solutions are identified and adequately discussed <input type="checkbox"/> Teams consider the importance of community impact and provide solutions to potential issues <input type="checkbox"/> Sustainable economic development is addressed and focuses on corporate social responsibility					<input type="checkbox"/> Recommendations are technically feasible and on budget but not aligned with corporate objectives <input type="checkbox"/> Alternative solutions are identified and briefly discussed <input type="checkbox"/> Teams discuss the importance of community impact and provide general solutions to potential issues <input type="checkbox"/> Sustainable economic development is addressed with some focus on corporate social responsibility				<input type="checkbox"/> Recommendations are adequate but not technically feasible and do not align with corporate objectives <input type="checkbox"/> Alternative solutions are identified but not discussed <input type="checkbox"/> Teams briefly discuss community impact but do not provide solutions to potential issues <input type="checkbox"/> Sustainable economic development is addressed but no mention of corporate social responsibility			<input type="checkbox"/> Recommendations are not technically feasible and not aligned with corporate objectives <input type="checkbox"/> Alternative solutions are not identified <input type="checkbox"/> Teams do not discuss community impact nor provide solutions to potential issues <input type="checkbox"/> Sustainable economic development is not addressed													
Score	25	24	23	22	21	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	0



<p>IMPLEMENTATION</p>	<ul style="list-style-type: none"> <input type="checkbox"/> Possible safety risks and mitigations are discussed effectively <input type="checkbox"/> Environmental impact is minimized and controlled, and potential environmental issues are clearly explained through the recommended actions <input type="checkbox"/> Operations are controlled through effective project management techniques and superior logistical planning <input type="checkbox"/> Possible costs are identified and justified persuasively <input type="checkbox"/> Overall strategy is clear with comprehensive and actionable timeline 	<ul style="list-style-type: none"> <input type="checkbox"/> Possible safety risks and mitigations are outlined adequately <input type="checkbox"/> Environmental impact is minimized or controlled, and potential environmental issues are explained through the recommended actions <input type="checkbox"/> Operations are controlled through sufficient project management and adequate logistical planning <input type="checkbox"/> Possible costs are identified and justified <input type="checkbox"/> Overall strategy is clear with clear timeline 	<ul style="list-style-type: none"> <input type="checkbox"/> Possible safety risks mentioned excluding mitigations <input type="checkbox"/> Environmental impact is weakly minimized or controlled, and potential environmental issues are not explained through the recommended actions <input type="checkbox"/> Operations are controlled through weak project management and poor logistical planning <input type="checkbox"/> Possible costs are identified but not justified <input type="checkbox"/> Overall strategy is clear but without an actionable timeline 	<ul style="list-style-type: none"> <input type="checkbox"/> Possible safety risks are not mentioned or mitigated <input type="checkbox"/> Environmental impact is not minimized or controlled, and potential environmental issues are not explained through the recommended actions <input type="checkbox"/> Operations are insufficiently managed through project management and poor logistical planning <input type="checkbox"/> Possible costs are not identified <input type="checkbox"/> Overall strategy is not clear and no timeline provided
<p>Score</p>	<p>30 29 28 27 26 25</p>	<p>24 23 22 21 20 19</p>	<p>18 17 16 15 14 13</p>	<p>12 11 10 9 - 1</p>
<p>Q & A MANAGEMENT</p>	<ul style="list-style-type: none"> <input type="checkbox"/> Responses during the unprotected time are handled with confidence <input type="checkbox"/> Responses are given from all members of the team. Transitions between team members are smooth <input type="checkbox"/> Questions are answered accurately and are consistent with recommendation <input type="checkbox"/> Team is persuasive in their response and effectively defends their recommendation 	<ul style="list-style-type: none"> <input type="checkbox"/> Responses during the unprotected time are handled competently. <input type="checkbox"/> Responses are given from most of the members of the team. Transitions between team members are good. <input type="checkbox"/> Most questions are answered accurately and are consistent with the recommendation <input type="checkbox"/> Team is convincing in their response and adequately defends their recommendation 	<ul style="list-style-type: none"> <input type="checkbox"/> Some responses during the unprotected time are handled adequately. <input type="checkbox"/> Responses are given from some members. Transitions between team members are weak <input type="checkbox"/> Some questions are answered accurately but some are inconsistent with the recommendation <input type="checkbox"/> Team displays nervousness in their responses and do not effectively defend their recommendation 	<ul style="list-style-type: none"> <input type="checkbox"/> Questions during unprotected time are handled with obvious uncertainty and nervousness. <input type="checkbox"/> Team hesitates to give responses. Transitions between team members are poor <input type="checkbox"/> Questions are answered inaccurately and are inconsistent with the recommendation <input type="checkbox"/> Team is not confident in their responses and poorly defend their recommendation
<p>Score</p>	<p>10 9</p>	<p>8 7 6</p>	<p>5 4 3</p>	<p>2 1 0</p>
<p>PRESENTATION & DELIVERY</p>	<ul style="list-style-type: none"> <input type="checkbox"/> Entire team exemplifies confidence through poise and professional attire <input type="checkbox"/> All members contribute and use clear voices with effective volume, pace and tone <input type="checkbox"/> Effective body language, including confident eye contact, used to actively engage audience throughout the presentation <input type="checkbox"/> Appropriate use of high quality PowerPoint slides used as an aid in delivering the presentation 	<ul style="list-style-type: none"> <input type="checkbox"/> Generally team is confident and poised throughout the presentation <input type="checkbox"/> Most members use clear voice with effective volume, pace, and tone <input type="checkbox"/> Body language and eye contact is used to keep the interest of the audience, adequate use of eye contact <input type="checkbox"/> Appropriate use of PowerPoint slides used as an aid in the presentation 	<ul style="list-style-type: none"> <input type="checkbox"/> Team displays limited confidence and poise, some nervousness present <input type="checkbox"/> Some members use clear and effective voice and tone, but pace is rushed or sluggish <input type="checkbox"/> Body language does not keep the attention of or engage the audience, limited eye contact throughout presentation <input type="checkbox"/> PowerPoint slides are visually inadequate 	<ul style="list-style-type: none"> <input type="checkbox"/> Team displays nervousness and a lack of confidence <input type="checkbox"/> Team members use ineffective volume, pace, and tone <input type="checkbox"/> Body language is distracting and minimal eye contact with the audience <input type="checkbox"/> PowerPoint slides distract from the presentation or are minimally referenced to
<p>Score</p>	<p>10 9</p>	<p>8 7 6</p>	<p>5 4 3</p>	<p>2 1 0</p>

Comments: