**Ad Sales, Not Bad Sales! Rubric**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Exemplary | Proficient | Below standard | Did not demonstrate | Total points |
| Research of the benefits of advertising/sponsoring our publication |  |  |  |  |  |
| Thorough scripting, including introduction, preparation for yes/no/maybe responses and conclusion |  |  |  |  |  |
| Rehearsal is evident based on presentation to class |  |  |  |  |  |
| Participation in critique of peers and developing a list of potential businesses to solicit |  |  |  |  |  |
| Total points |  |  |  |  | \_\_\_/ points |