



Judge Orientation Script

Welcome to Enactus! Thank you for being here. We hope you enjoy your experience today and that you will leave inspired by the next generation of leaders and Enactus!

This session is an overview of your role as a judge. First, though, we want to share some information about Enactus and the role of competition within our platform.

ABOUT ENACTUS:

Enactus is the largest experiential learning platform dedicated to creating a better world while developing the next generation of leaders with a head for business and a heart for the world.

Our mission is to engage the next generation of entrepreneurial leaders to use innovation and business principles to improve the world.

As in business, we believe that competition encourages innovation. For Enactus, this means more lives impacted every day. Thus, your role today is critical.

However, this competition is just one element of Enactus' work. All throughout the year, we work with students to advance our mission across all Enactus countries. We follow a 5-step approach.

1. On select university and college campuses worldwide, Enactus engages students, university staff, business advisors and team leaders to provide a meaningful educational experience aimed at developing the next generation of leaders while creating a better, more sustainable world.
2. Enactus supports teams of university students to undertake social enterprise work through training, mentorship and other services.
3. In communities worldwide, Enactus teams turn challenges into opportunities; first by conducting a needs assessment, then developing projects to meet those needs. With support from academic and business leaders, teams strive to advance their innovative solutions by creating sustainable business models.
4. At national events, Enactus teams present their projects, while sharing insights, ideas and innovation with each other. These events are key in connecting with business leaders like you to help support positive impact throughout our communities as categorized within the framework of the 2030 Sustainable Development Goals. All top Enactus national teams are then invited to compete at the Enactus World Cup.
5. Through this project-based experiential learning, students gain the Enactus Advantage, a unique set of skills and leadership behaviors which distinguish them from their peers.

Thus, the competition today reflects the culmination of a full year of work – and a critical part of Enactus programming. We hope your participation today will inspire you... and inspire your engagement in our work throughout the year!



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COMPETITION STRUCTURE

Today, the competition is divided into leagues; you will be judging one league of Enactus teams. Each league has a coordinator to support the judging process and all teams in each league are subject to the same format and rules.

Each team of Enactus students has a maximum presentation time of 20 minutes including: distribution of an annual report and set up, a presentation of their project, and a question and answer period.

The League Coordinator will introduce each team; then, the team has 3 minutes to set up and to distribute an Annual Report and optional team biography. During this set up time, you may want to scan the team's annual report.

Next, each team has up to 17 minutes to present their work and answer questions. The first 12 minutes are reserved for the team presentation, though the team is not required to use the full 12 minutes and there is no penalty for finishing early.

When the team presentation has ended, there will be a question and answer period of 5 minutes. During the question and answer period, please ask questions directly related to the team and their project, and please allow time for other judges to participate as well.

Teams may choose to demonstrate prototypes or display products or items on stage during their presentation. Please note that teams are not allowed to distribute these items to the judges.

JUDGING CRITERION

All competing Enactus teams work within the same framework and criterion. The single question you will apply today to make your best judgement for team presentations is:

Which Enactus team most effectively demonstrated entrepreneurial leadership to drive business and innovation for sustainable positive impact to benefit people, planet and prosperity within the last year?



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When judging teams, please consider the following four items:

- 1. PROCESS:** In order to turn challenges into opportunities, teams identify community needs by conducting a needs assessment. Your evaluation should consider if the team effectively stated and aligned their project's purpose with their needs assessment.
- 2. TIME:** Some projects you will see today have been developed and implemented over multiple years; it is the team's responsibility to provide you with the progress made specifically within the reporting year of their project. Your evaluation should focus on the impact achieved within that one-year period.
- 3. COLLABORATION:** It is not uncommon for teams to collaborate with other organizations on projects. It is important that the team clearly define with whom they collaborated, and the Enactus team's specific role and contributions toward the outcomes and impact. Teams should clearly report the degree of impact they can legitimately take credit for and should be evaluated accordingly.
- 4. LOCATION:** Teams are encouraged to work on projects within their home country or, if they work internationally, to collaborate with other Enactus teams where possible. Your focus should be on the meaningful impact and sustainable model of the project - regardless of the location.



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The second form in the Judge's Handbook is the **Cumulative Evaluation Form**. You will use this for your final rankings at the end of the competition.

CUMULATIVE EVALUATION FORM

Judge Name: Organization: Date:

Assessment Legend:

I Insufficient**F** Fair**G** Good**VG** Very Good**E** Excellent

Transfer your assessments from the Individual Team Evaluation Forms. Please use the codes I, F, G, VG, and E to note level of performance. Using your assessments as a reference, rank the teams (with 1 being your top choice). No ties allowed.

Please list team names in order of presentation.					
Team Names:					
Entrepreneurial leadership					
Use of business principles					
Use of innovation					
Sustainable positive impact to benefit people, planet and prosperity					
Ranking: Please rank the teams (with 1 being your top choice). No ties allowed.					

Before competition begins, please write down the names of each team in the same order they will present. Your League coordinator will help guide you through this.

At the top of the form is an Overall Assessment, which you will use as a basis for the final rankings of the teams. After each team presents, please review the Individual Team Evaluation Form and give the team an appropriate mark on the Cumulative Evaluation Form.

After the final presentation, use your assessments as a reference to rank the teams the teams with 1 being your top choice. No ties are allowed.

Once all judges have completed their Cumulative Evaluation Forms and ranked the teams, a League Coordinator or a member of the Enactus staff will guide you through the final stage of the voting process.

Please note: The ranking of teams is an individual decision made by each judge. It is important that judges, League Coordinators and Enactus staff members not engage in conversation about the results before or during the voting process. The results from the league must remain confidential until they are announced at the awards ceremony.



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This covers the presentation structure, judging criterion, Judge's Handbook and decision process. Again, today, your role is to determine:

Which Enactus team most effectively demonstrated entrepreneurial leadership to drive business and innovation for sustainable positive impact to benefit people, planet and prosperity within the last year?

By serving as a judge, asking question and providing written feedback, you are making a meaningful contribution to the development of Enactus students worldwide. Your insight will shape their future... So, thank you for your time, your willingness to give back in this powerful way, and for your continued support of Enactus!