

**Sport Marketing Rubric**

Content Knowledge Grade: \_\_/75

Lifelong Learning Grade \_\_/30

Name \_\_\_\_\_

Discovery & Inquiry Grade: \_\_/48

Communication Grade \_\_/30

Grade \_\_\_\_\_/300

Critical Thinking Grade \_\_/117

The colloquium paper is worth 300 points. The paper should include the following sections:	Exemplary	Proficient	Marginal	Unacceptable
<b>Introduction: Discovery &amp; Inquiry</b> (__/16) 1. Describe organizational context relative to topic <input type="checkbox"/>	Gives a specific description of the organization as it pertains to the focus of this paper. (14-16)	The description of the organization and the context is present, but brief. (12-13)	There is either no context or it is not specific to the topic. (10-11)	Does not address the organizational context.(0-9)
<b>Introduction: Discovery &amp; Inquiry</b> (__/32) 2. Identify organizational issue/problem <input type="checkbox"/> 3. State purpose of paper <input type="checkbox"/>	Substantially establishes a clear issue or identifies a potential problem that the organization faces. States a clear purpose of the paper. Information is synthesized (organized thematically).(28-32)	Competently establishes a clear issue or identifies a potential problem. States a relatively clear purpose of the paper. Information is somewhat synthesized (24-27)	The issue or potential problem is somewhat unclear. The purpose of the paper is not well-stated. Information is presented very linearly (non-thematically). (20-23)	Little or no issue or problem identified and limited or no statement of purpose. (0-19)

<p><b>Review of Literature: Content Knowledge</b> (___/75)</p> <ol style="list-style-type: none"> <li>1. Discuss the theoretical rationale for an organization to have a marketing plan <input type="checkbox"/></li> <li>2. Discuss why and how successful marketing is critical to sport organizations <input type="checkbox"/></li> <li>3. Discuss the critical components of a marketing plan including situation analysis, marketing objectives, marketing strategy, and marketing mix <input type="checkbox"/></li> </ol>	<p>Review is exceptional, evidencing balanced information and a thoughtful, in-depth discussion of the value of successful marketing and the relevance of the components of a marketing plan (67-75)</p>	<p>Review evidences proficient knowledge referent to successful marketing and displays evidence of fundamental understanding of the value and components of a marketing plan (60-66)</p>	<p>Review indicates limited understanding of successful marketing and the value of a marketing plan (51-59)</p>	<p>Review does not successfully indicate an understanding of successful marketing or the relevance of a marketing plan (0-50).</p>
<p><b>Application of theory to organization: Critical Thinking</b> (___/55)</p> <ol style="list-style-type: none"> <li>1. Obtain a marketing plan that has been created by your organization. Critically analyze the plan based on the four critical components and relevant sub-components: <ol style="list-style-type: none"> <li>A. Situation Analysis <input type="checkbox"/></li> <li>B. Marketing Objectives <input type="checkbox"/></li> <li>C. Marketing Strategy <input type="checkbox"/></li> <li>D. Marketing Mix <input type="checkbox"/></li> </ol> </li> <li>2. Evaluate whether present promotional plans are working and how this comes into play with the marketing plan <input type="checkbox"/></li> <li>3. Include the marketing plan as an attachment to the paper <input type="checkbox"/></li> </ol>	<p>Successfully applies concepts in the lit review to critically analyze the four components of a marketing plan of the focal organization. Evaluates by providing clear, specific examples. Frames insights by referencing points in the lit review in an exceptional manner. (49-55)</p>	<p>Proficiently applies concepts in the lit review to critically analyze the four components relative to the focal organization. Evaluates by providing solid examples. Frames insights by referencing points in the lit review in a competent manner. (43-48)</p>	<p>Either marginally applies concepts in the lit review to analyze the four components relative to the focal organization, or fails to evaluate one or more of the components. (36-42)</p>	<p>Fails to apply concepts from the lit review. Little or no evaluation of key components (0-35)</p>

<p><b>Recommendations:</b> <i>Critical Thinking</i> (___/44)</p> <p>1. Make recommendations for the organization on ways to improve their marketing plan in the identified aspects to increase this organization's market share of the consumer <input type="checkbox"/></p>	<p>Devises solutions by successfully integrating knowledge and judgments. Develops well supported arguments for action based on the concepts from the literature review and experience within the focal organization (39-44)</p>	<p>Devises solutions by integrating knowledge and judgments moderately well. Competently develops arguments for action based on concepts from lit review and experience within the focal organization. (34-38)</p>	<p>Recommendations for organization are somewhat superficial but still integrate knowledge and judgments. Arguments for action are only marginally based on lit review and experience within focal organization. (28-33)</p>	<p>Recommendations do not follow from lit review or experience with focal organization or are missing. (0-27)</p>
<p><b>Conclusion:</b> <i>Critical Thinking</i> (___/18)</p> <p>1. Synthesize what the organization does well relative to this topic <input type="checkbox"/></p> <p>2. Synthesize recommendations to organization <input type="checkbox"/></p>	<p>Exceptional synthesis of achievements and recommendations with respect to marketing (16-18)</p>	<p>Proficiently synthesizes achievements and recommendations (14-15)</p>	<p>Marginally synthesizes achievements and recommendations (12-13)</p>	<p>Either does not include one aspect or does not synthesize both well at all. (0-11)</p>
<p><b>Conclusion:</b> <i>Lifelong Learning</i> (___/30)</p> <p>1. Reflect professionally about how you might apply insights gained in this paper to your future sport career.</p>	<p>Comprehensively reflects on application of content to career goals. (27-30)</p>	<p>Competently reflects on application of content to career goals. (24-26)</p>	<p>Marginally reflects on application of content to career goals. (21-23)</p>	<p>Limited or no reflection. (0-20)</p>
<p><b>Communication</b> aspects below apply to entire paper</p>				

Organization (___/30)	Effectively organizes ideas. Develops ideas well and arranges them logically, flowing smoothly from one to another. Reader can follow line of reasoning. (27-30)	Adequately organizes ideas. Moderately develops ideas and arranges them logically. Does not always clearly link ideas to each other. For the most part, reader can follow line of reasoning. (24-26)	Intermittently organizes ideas clearly and only sometimes arranges them logically. Reader is sometimes confused and/or notices redundancies. (21-23)	The writing lacks any semblance of logical organization. The reader cannot identify a line of reasoning and loses interest. (0-20)
Sentence structure (___)	Sentences are well phrased and varied in length and structure. They flow smoothly from one to another. (-0)	Sentences are adequately phrased. The flow from sentence to sentence is generally smooth. (-1 to -4)	Some sentences are awkwardly constructed, and they represent an occasional distraction for the reader. (-5 to -8)	Errors in sentence structure are frequent enough to represent a major distraction to the reader. (-9 to -12)
Grammar, Spelling, Mechanics (i.e., Punctuation, Italics, Capitalization, etc.) (___)	The writing is free or almost free of errors. (-0 to -1)	There are occasional violations in the writing, but they don't represent a major distraction or obscure the meaning. (-2 to -4)	The writing has numerous errors and the reader is distracted by them. Meaning remains discernable. (-5 to -8)	Errors are so numerous that they obscure the meaning of the passage. The reader is confused and stops reading. (-9 to -12)
Word Choice (___)	Word choice is consistently precise. The writer goes beyond the generic word to find one more precise and effective	Word choice is generally good but generic (-1 to -3)	Word choice is merely adequate, and the range of words is limited. Some words are used inappropriately. (-4 to -8)	Many words are used inappropriately, confusing the reader. The writer may also use colloquial language. (-9 to -12)
Citations & References APA (___)	APA format is used accurately and consistently.	APA format is used with minor violations. (-1 to -4)	Format of document reflects incomplete knowledge of APA	Format of document is not recognizable as APA. (-9 to -12)

			format, which may include errors such as omission of citations in instances they are needed. (-5 to -8)	
Cover page including title and author	Yes _____ No _____ (-1 to -4)			
Appendices (if necessary)				
Length: 2100 words (excluding references), double spaced unless modified per APA guidelines	If fewer than 2100 words, paper is returned ungraded and penalized one grade.			
Times New Roman, font size 12	Yes _____ No _____ (-1 to -2)			
Pages numbered consecutively (excluding cover page)	Yes _____ No _____ (-1 to -6)			
Minimum 5 peer-reviewed references.	If fewer than 5 peer-reviewed references are cited within the text of the paper, the paper is returned ungraded until a minimum of 5 peer-reviewed references are included, which must be cited in text. Paper is penalized a minimum of one grade per missing cited reference.			