



Evaluation of Microenterprise Presentation

Your Group No. 1 2 3 4 5 6 7 8

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1 = lowest, very poor quality	5 = half done, medium quality	10 = 100% done, top quality
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		0	1	2	3	4	5	6	7	8	9	10	Total
0	Introducing yourselves 介绍自己 Name 名字 Job at SYFG 工作部门等相关信息介绍 Your Talent Profile 天赋原动力测试结果 Your top goal for the next 3 months 之后 3 个月你的最高目标是什么	No points given here 这里没有任何得分 Indicate any missing items 评点缺失的地方 Comment on exceptionally good goals for the next three months. Look for specific, measurable results. 评论未来 3 个月需要达到的目标。期待具体可衡量的结果。											
1	The Name of the Microenterprise 微型企业的名称 Why did you choose to study this particular one? 为什么选择这个企业来做调研? Why are they in business? 他们为什么从事这个行业? What solutions or products do they offer? 他们提供了什么解决方案或者什么产品? What is unique about them? 他们企业独特的是什么?	0	1	2	3	4	5	6	7	8	9	10	Total
2	Who is the owner or CEO, the team members or employees and what are their skills? 谁是业主或 CEO, 团队或者雇员, 他们的技能是什么? Who are their customers? 客户群体是谁? Who are their stakeholders? 企业的利益相关者是谁? How do they attract customers ? 他们是如何吸引客户的?	0	1	2	3	4	5	6	7	8	9	10	Total
3	How do they track their finances? 他们是怎样跟踪他们的财务状况的? How do they know they are profitable? 他们是怎样知道他们是否有盈利的? What important processes and systems do they use to run their business? 他们使用什么重要的流程或者系统来运营他们企业?	0	1	2	3	4	5	6	7	8	9	10	Total
4	Your Microenterprise' s numbers 微型企业的相关数据 Balance Sheet (Snapshot): 资产负债表 (快照)	0	1	2	3	4	5	6	7	8	9	10	Total
5	Profit & Loss Statement (Periodic): 损益表 (周期)	0	1	2	3	4	5	6	7	8	9	10	Total

6	Your Analysis 你们的分析 Analysing the Data - Ratios: 分析相关数据-比率 1. Owner' s Equity or Capital Invested (money owner has invested) 所有者权益或者资产投入 (老板投入的钱) 2. Annual Profit = Income - Expenses 年利润=收入-支出 (%) Annual Rate of Return = 3. Profit/Capital Invested x 100 年回报率=利润/投入资产*100	0	1	2	3	4	5	6	7	8	9	10	Total
7	What do the ratios show about the health of the microenterprise? 这些比率显示了微企业的哪些健康状况?	0	1	2	3	4	5	6	7	8	9	10	Total
8	Learnings & Recommendations 学习和建议 We recommend that the Microenterprise does this: 对所调研的微型企业给出建议: 1. A 2. B 3. C	0	1	2	3	4	5	6	7	8	9	10	Total
9	We learned from doing this study... 我们从这次调研中学习到了 1. A 2. B 3. C	0	1	2	3	4	5	6	7	8	9	10	Total
10	Extra ratios: 2 points for each extra and useful ratio 额外分数: 其他数据和比率, 得 2 分 Photographs or video: 2 points for quality and effectiveness of photographs or video 照片或视频: 高质量的照片或视频呈现, 得 2 分 Artistic merit: 2 points for outstanding artistic work 艺术价值: 优秀的艺术作品, 得 2 分	0	1	2	3	4	5	6	7	8	9	10	Total
	Total out of 100 总分 100												

Comments about this group' s presentation and teamwork

小组作业评论

Topic 主题	Good points about quality 关于质量的优点	Any improvements to make 需要改进的地方
Choice of Microenterprise 微型企业选取		
Background on the Microenterprise 微型企业背景		
Microenterprise' s numbers and the ratios 微型企业的数据和比率		
Recommendations to the Microenterprise 对微型企业的建议		
Learnings from the study and presentation of the Microenterprise 学习中的收获以及微型企业的 陈述		
Their teamwork 团队合作		
Any other areas 其他		