

## Chapter 26 Pricing Strategies

### Discovery Project Evaluation Rubric

**Directions** Use the Self-Evaluation Guidelines below to assess the content of your Discovery Project. Rate your performance and give yourself a score for each criterion. Then give your answers and this completed Evaluation Rubric to your teacher to evaluate.

#### Self-Evaluation Guidelines

Exemplary (10–8 points)	Satisfactory (7–4 points)	Poor (3–0 points)
<ul style="list-style-type: none"> <li>• Includes all of the required content elements</li> <li>• Very well organized</li> <li>• All details provided</li> <li>• Logical conclusions supported by research</li> <li>• Presentation of findings extremely effective and/or appropriate</li> </ul>	<ul style="list-style-type: none"> <li>• Includes some of the required content elements</li> <li>• Well organized</li> <li>• Many general details provided</li> <li>• Conclusions somewhat logical and somewhat supported by research</li> <li>• Presentation of findings somewhat effective and/or appropriate</li> </ul>	<ul style="list-style-type: none"> <li>• Includes few or none of the required content elements</li> <li>• Disorganized</li> <li>• Few or no details provided</li> <li>• Conclusions illogical and not supported by research</li> <li>• Presentation of findings ineffective and/or inappropriate</li> </ul>

Criteria	Exemplary (10–8 points)	Satisfactory (7–4 points)	Poor (3–0 points)	Student Score	Teacher Score
<b>Content</b>					
Knowledge/research of gaming market					
Integration of additional research					
Identification and description of product's life cycle					
Evaluation of game console pricing online/in retail stores					
Explanation of pricing strategies for marketing electronic games					
Considerations for marketing the new product in an emerging market					
Determination of retail price supported by research					
Summarization of findings					
Collaboration with partner					
Synthesis of research and rationale for suggested retail price					
<b>Total</b>					