

Kilkenny Business Awards 2017

SCORING OF APPLICATIONS

Judges will make an assessment of all aspects of the company based on application received and relevant supporting data.

Scoring Rating

5 = Strong Evidence of Good Practice/ Clear application of consistent policy application (Excellent)

4 = Reasonable evidence/demonstration and commitment to pursuing good practice/Has written policy in place (Very Good)

3 = Some evidence /demonstration of structured business practices in action in regard to this criteria, may evidence traditions/customs/ practices in place but these may not be in writing or apply consistently to defined standards (Good)

2 = Has aspirations/plans or demonstrates commitment to deliver actions in regard to this criteria, but no clear evidence of sustained application in place as yet (Fair)

1= No evidence in place that this criteria is a priority/a core value for the business (Poor)

Each award entry will have a separate weighted score allocated to the section of its application /short-listing interview which addresses questions relating to the specific award category entered, as part of the application. In the event that a business has entered more than one category, each category will be scored independently. *This will ensure any business that chooses to enter only one category will not be disadvantaged in their combined overall score for the category entered.*

In scoring each section, judges will assess how well the business/individual entrant has performed based on data provided in the application and where shortlisted, assessed on interview based on the extent the applicant/ business has demonstrated (in so far as is applicable to their business):

1. **A structured approach to business planning & business performance** measurement in line with business vision, mission and core values
2. **Structured assessment & monitoring of business risks**, market development opportunities, changes in customer behaviours and preferences – including how these are forecast, tracked and measured in developing measured strategies to respond to same
3. **Effectiveness in business communication strategies and actions** both internally among staff with customers and prospective markets and with all business stakeholders
4. **Effective monitoring and review of financial performance** & demonstration of an understanding of the role each staff member/team plays in business performance
5. **Ability & flexibility in adapting to changes** in business climate
6. **Use of innovation** to support the business in respect to changes in business climate /business development/business sustainability/improvements in service quality
7. **Application of new technologies across the business to improve business performance** and demonstration of business practices that support this
8. **A commitment to and delivery of staff development** programmes, training and investment in people aligned to business objectives
9. **Strategies/actions that ensure business sustainability and growth** (the latter where practical/relevant to business climate)
10. **Demonstrate a commitment to achieving & measuring quality assurance** across the business
11. **Clear understanding of the value of customer engagement** by demonstrating ways in which your customer relationships are developed; customer needs anticipated and met/exceeded; customer

feedback is valued – i.e. captured, measured and used to improve business performance on an ongoing basis

At the final Interview stage of application process, Judges will have a complete picture of each company. The judging panel scores will be entered on to an Individual Score Card and the results will determine both the Category Runners-up and the Category Winner.

The decision of the judges is final.