

Sweet Apple Orchards: Presentation Grading Sheet

Group #: _____

Company Name: _____

Group Members: _____

Final Grade: _____

Section	Points Earned	Points Possible
Content		
Explanation of problem		5
Benefit analysis		10
Drawback analysis		10
Functions of the robot		5
Discussion of conflict between workers and farm owners		5
Cost and labor force impact		5
Conclusion (What the company should do and why)		10
Preparation		
Organization		10
Relevance to audience		10
Staying on topic		10
Confidence		10
Ability to sell the product		10
Presentation Total		100

Recommended weighting if combining proposal with phase 1 prototype:

Proposal - 60%

Field Demonstration - 20%

Mechanical Inspection - 10%

Lessons Learned - 10%

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Important Concepts:

1. Automation of agricultural labor has far-reaching societal and economic effects because it changes the nature of the work that needs to be done, thus impacting the workforce. There is significant social pressure built up on both sides of the debate as a consequence.
2. There are environmental and economic benefits to applying pesticides through automated ground spraying versus airborne cropdusting or manual application.
3. These issues must be clearly presented to those in management or leadership positions in order to justify and advance work done to improve the process. Modern communication technology should be used to make this presentation as organized and effective as possible.

Objectives:

At the end of this unit, you should be able to...

1. Understand the motivations and arguments both for and against automation of agricultural processes in the United States.
2. Present an effective proposal to a client in order to procure support for future development.

Unit Objective	Assessment Criteria		
	Below Target	At Target	Above Target
Automation of agricultural labor has far-reaching societal and economic effects because it changes the nature of the work that needs to be done, thus impacting the workforce. There is significant social pressure built up on both sides of the debate as a consequence.	Understands only one side of the argument well, or has a very shallow understanding of both sides. No meaningful concept of how this debate relates to similar conflicts in the past.	Understands the major conflict between workers with skill sets that would become obsolete, and the desires of farm owners to improve productivity to compete in a global economy. Is aware that similar situations were faced by workers in the past, and can draw meaningful parallels to those events and their outcomes.	Understands the issue thoroughly from both points of view. Demonstrates an understanding of the historical context of the debate, and can draw meaningful comparisons between this situation and similar transitions faced by agricultural, craft, and factory workers in the past. Is able to formulate a well-reasoned plan of action based on an understanding of the issue in historical and modern contexts.
There are environmental and economic benefits to applying pesticides through automated ground spraying versus airborne cropdusting or manual application	Able to identify the major advantages of the ground-based approach over airborne, and of automation over manual.	Able to identify the major advantages of the ground-based approach over airborne, and of automation over manual. Able to connect these advantages to environmental or economic benefits.	Able to identify the major advantages of the ground-based approach over airborne, and of automation over manual. Able to connect these advantages to environmental and economic benefits on an extended level: global environmental effects, and the economic impact of automation on the agricultural production chain and international market. Understands the relationship between this development and previous advances made in the field of pesticide spraying.

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<p>These issues must be clearly presented to those in management or leadership positions in order to justify and advance work done to improve the process. Modern communication technology should be used to make this presentation as organized and effective as possible</p>	<p>Makes a presentation that includes the major factual points involving ground automation of spraying. Weak preparation, poor or no use of communication technology in research or presentation.</p>	<p>Makes a practiced presentation that includes the major factual points and arguments for the client to support development of the automation technology, as well as some mention and consideration of the negative issues that would arise from such development. Makes good use of posters, Powerpoint, webpages, or other communication technology to improve the presentation.</p>	<p>Makes a polished presentation that includes a well-integrated discussion of the factual points and the pros and cons of the decision to develop automation technology. Proposal should include a comprehensive plan to minimize the negative impacts of the development, as well as a timeline and plan for the development itself. Makes highly effective use of communication technology in both research and presentation.</p>
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Hints and Suggestions:

1. Consider your audience. What is an agricultural goods supplier interested in knowing? Keep your discussion relevant to your audience.
2. This would not be the first time a major improvement/change has been proposed to an existing industry or technology. How has this worked out in the past? In what ways is this discussion relevant to the current situation, and in particular, to your audience?
3. When discussing the advantages of the robot approach, your client will not be interested in how fancy or shiny your technology is, only how it will improve results.
4. You have more than one person on your team. Coordinate your efforts for maximum effectiveness.
5. Practice your presentation out loud, with your teammate(s) and your Powerpoint or poster.