

## Lesson 8 — Evaluation & Capstone

Session 8 of 8 | Duration: 60 min | Artifact: L1/L7 reveal + capstone QBR brief + personal grade report

### Purpose

Reveal each learner's L1 and L7 scores side by side. Run the capstone on a real upcoming QBR. Issue personal grade reports.

### Phases

Time	Phase	Trainer does
0:00–0:30	Evaluation reveal	For each learner in turn (5 min each): play 30 sec of L1, then 30 sec of L7 (matched moments — usually opening + decision request). Show the per-criterion scores side by side. Cohort discusses what changed using the scorecard. Trainer hands the learner their personal grade report (template below).
0:30–0:55	Capstone	Each learner records a 4-min QBR brief on a real upcoming account from their own book (one they'll actually deliver in the next 30 days).
0:55–1:00	Close	Each learner saves their personal grade report and capstone recording to their portfolio. Course ends.

### Scripted teacher language

*"Today you see what changed. We'll play 30 seconds of your L1 next to 30 seconds of your L7."*

*"Look at the criterion scores, not just the totals. The criterion that moved most is the one you'll feel most at work."*

*"The capstone is on your real account. The version we'll record now is the version your client will hear next month."*

### Personal grade report — template (trainer fills in for each learner)

#### PERSONAL GRADE REPORT

Learner: \_\_\_\_\_

Role: Senior Enterprise Account Manager, Mobily

Course: English for Enterprise Account Reviews

Final artifact: 4-minute executive QBR brief

Criterion	L1 score	L7 score	Change
Communicative effectiveness	___ / 2	___ / 2	___
Clarity & structure	___ / 2	___ / 2	___

Criterion	L1 score	L7 score	Change
Language control	___ / 2	___ / 2	___
Lexical appropriacy	___ / 2	___ / 2	___
Time discipline	___ / 2	___ / 2	___
Total	___ / 10	___ / 10	___

Grade band (from L7 total): Distinction (9–10) / Pass with merit (7–8) / Pass (6) / Not yet passing (0–5)

Pass status: \_\_\_\_\_ (passes if  $L7 \geq 6/10$  OR  $L7 - L1 \geq 2$ )

Strongest improvement: \_\_\_\_\_

Area to keep working on: \_\_\_\_\_

## Artifact

4-min capstone recording per learner + completed personal grade report. Save both as Mobily\_[Segment]\_[LearnerID]\_QBR\_L8\_YYYY-MM-DD.