

Lesson 8 — Evaluation & Capstone

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

Purpose

Reveal each learner's L1 and L7 scores side by side. Run the capstone on a real upcoming customer. 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 + recommendation). 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 5-min briefing on a real upcoming customer from their own pipeline (one they'll actually brief 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 customer. The version we'll record now is the version your customer will hear next month."

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

PERSONAL GRADE REPORT

Learner: _____

Role: Solutions Architect, Veeam

Course: English for Ransomware Readiness Briefings

Final artifact: 5-minute ransomware readiness briefing

Criterion	L1 score	L7 score	Change
Communicative	___ / 2	___ / 2	___

effectiveness			
Clarity & structure	__ / 2	__ / 2	__
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 ≥ 6/10 OR L7 – L1 ≥ 2)

Strongest improvement: _____

Area to keep working on: _____

Artifact

5-min capstone recording per learner + completed personal grade report. Save both as Veeam_[Region]_[LearnerID]_RansomwareBriefing_L8_YYYY-MM-DD.