

# Panther Sales Tournament 2019

## Judging Sheet

	Round	Room	Judge	Student	School
ID Number	0	3			

**Judge Name:**

**Student Name:**

**Round** *(Check the box that applies):*

<input checked="" type="checkbox"/> English	<input type="checkbox"/> Round 1
<input type="checkbox"/> Spanish	<input type="checkbox"/> Round 2
	<input checked="" type="checkbox"/> Final Round

Round	Room	Judge	Student	School
0	3			
1	1	1	1	1
2	2	2	2	2
3	3	3	3	3
4	4	4	4	4
5	5	5	5	5
6	6	6	6	6
7	7	7	7	7
8	8	8	8	8
9	9	9	9	9

**INSTRUCTIONS:** RATE competitor from 1-10 with 10 being OUTSTANDING & 0 being the ABSENCE of behaviors.

### The Approach – 10%

Professional personal & company introduction

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

Connected at a personal level & built trust (valuable small talk)

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

Established the reason & agenda for being there

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

Smooth transition to needs identification

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

### Identification of Needs – 25%

Uncovered decision process (decider, criteria, people involved)

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

Determined current situation (problems, needs & points of pain)

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

Uncovered & clarified consequences of not solving prospect's problems

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

Gained pre-commitment to advance to general product information

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

### Product Presentation – 35%

Used professional visual aids to introduce benefits

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

Gave just enough information to gain buyer's interest to learn more

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

Involved the buyer in the product/service discussion

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

Asked trial close questions to gauge interest

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

**ADDITIONAL SCORING ON NEXT PAGE**



Gained clear understanding of obstacle

Confirmed that obstacle is no longer a concern to the buyer

① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

Summarized highlights of meeting in a professional manner

Provided information on the next steps

① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

## Effective questioning &amp; listening skills &amp; professional language

Displayed appropriate enthusiasm and passion

① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

**PLEASE PROVIDE COMMENTS:**

① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

[illegible]