

Panther Sales Tournament 2019

Judging Sheet

ID Number	Round		Room		Judge				Student		School	
	1	2									0	0
Judge Name: <div style="border: 1px solid black; height: 40px; width: 100%;"></div>	0	0	0	0	0	0	0	0	0	0	0	0
	1	1	1	1	1	1	1	1	1	1	1	1
	2	2	2	2	2	2	2	2	2	2	2	2
Student Name: <div style="border: 1px solid black; height: 40px; width: 100%;"></div>	3	3	3	3	3	3	3	3	3	3	3	3
	4	4	4	4	4	4	4	4	4	4	4	4
	5	5	5	5	5	5	5	5	5	5	5	5
	6	6	6	6	6	6	6	6	6	6	6	6
Round <i>(Check the box that applies):</i>	7	7	7	7	7	7	7	7	7	7	7	7
<input type="checkbox"/> English	8	8	8	8	8	8	8	8	8	8	8	8
<input type="checkbox"/> Spanish	9	9	9	9	9	9	9	9	9	9	9	9
<input type="checkbox"/> Round 1												
<input type="checkbox"/> Round 2												
<input type="checkbox"/> Final Round												

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 – 15%

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 – 40%

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

Effectively addressed the obstacle & responded clearly

Confirmed that obstacle is no longer a concern to the buyer

Closing – 10%

Summarized highlights of meeting in a professional manner

Asked for a commitment to move forward

Provided information on the next steps

General Skills – 5%

Effective questioning & listening skills & professional language

Effective nonverbal communication

Displayed appropriate enthusiasm and passion

Demonstrated product and company knowledge

PLEASE PROVIDE COMMENTS:

[illegible]