

Panther Sales Tournament 2019

Judging Sheet

	Round		Room		Judge			Student		School	
ID Number	1	1								0	0

Judge Name:

Student Name:

Round *(Check the box that applies):*

<input type="checkbox"/> English	<input checked="" type="checkbox"/> Round 1
<input checked="" type="checkbox"/> Spanish	<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 – 15%

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 – 50%

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 – 10%

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

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① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

Effective questioning & listening skills & 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:

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[illegible]