Panther Sales Tournament 2019 Judging Sheet

			Round		om	Judge				Student		School		ol
ludgo Nomo:	ID Number	0	2									0	()
Judge Name:		0	0	0	0	0	0	0)	0	0	0		0
		1	1	1	1	1	1	1)	1	1	1		1)
		2	2	2	2	2	2	(2))	2	2	2		2)
Student Name:			3	3	3	3	3	(3))	3	3	3		3)
		4	4	4	4	4	4	4)	4	4	4	(4)
		5	5	5	5	5	5	(5))	5	5	5		5
Round (Check the box that applies):		6	6	6	6	6	6	6)	6	6	6		6)
		7	7	7	7	7	7	7)	7	7	7		7)
English	Round 1 Round 2	8	8	8	8	8	8	8)	8	8	8		8)
Spanish	Final Round	9	9	9	9	9	9	9)	9	9	9		9)
INSTRUCTIONS: RATE co	INSTRUCTIONS: RATE competitor from 1-10 with 10 being OUTSTANDING & 0 being the ABSENCE of behaviors.													
he 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
dentification of Needs	– 15%													
Incovered decision process (decider, criteria, peop			nvolv	ed)	1	2	3	4	(5)	6	7	8	9	10
Determined current situation (problems, needs & points of			of p	ain)	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 pro formation					1	2	3	4	5	6	7	8	9	10
Product Presentation –	40%													
Jsed professional visual aids to introduce benefits					1	2	3	4	5	6	7	8	9	10
Save just enough information to gain buyer's interenter of the control of the con			lear	'n	1	2	3	4	5	6	7	8	9	10
nvolved 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)	\bigcirc	(8)	(9)	(10)

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Overcoming Obstacles - 20% 1 2 3 4 5 6 7 8 9 10 Gained clear understanding of obstacle Effectively addressed the obstacle & responded clearly 1 2 3 4 5 6 7 8 9 10 1 2 3 4 5 6 7 8 9 10 Confirmed that obstacle is no longer a concern to the buyer Closing - 10% 1 2 3 4 5 6 7 8 9 10 Summarized highlights of meeting in a professional manner 1 2 3 4 5 6 7 8 9 10 Asked for a commitment to move forward 1 2 3 4 5 6 7 8 9 10 Provided information on the next steps General Skills - 5% Effective questioning & listening skills & professional language 1 2 3 4 5 6 7 8 9 10 Effective nonverbal communication 1 2 3 4 5 6 7 8 9 10 1 2 3 4 5 6 7 8 9 10 Displayed appropriate enthusiasm and passion 1 2 3 4 5 6 7 8 9 10 Demonstrated product and company knowledge PLEASE PROVIDE COMMENTS: