

Panther Sales Tournament 2019

Judging Sheet

ID Number	Round		Room		Judge			Student		School							
	0	1								0	0						
Judge Name: <div style="border: 1px solid black; height: 50px; width: 100%;"></div>	●	0	0	0	0	0	0	0	0	●	●						
	①	●	1	1	1	1	1	1	1	1	1						
	②	2	2	2	2	2	2	2	2	2	2						
Student Name: <div style="border: 1px solid black; height: 50px; width: 100%;"></div>	③	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						
	⑥	6	6	6	6	6	6	6	6	6	6						
Round <i>(Check the box that applies):</i> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center;"><input checked="" type="checkbox"/> English</td> <td style="text-align: center;"><input checked="" type="checkbox"/> Round 1</td> </tr> <tr> <td style="text-align: center;"><input type="checkbox"/> Spanish</td> <td style="text-align: center;"><input type="checkbox"/> Round 2</td> </tr> <tr> <td></td> <td style="text-align: center;"><input type="checkbox"/> Final Round</td> </tr> </table>	<input checked="" type="checkbox"/> English	<input checked="" type="checkbox"/> Round 1	<input type="checkbox"/> Spanish	<input type="checkbox"/> Round 2		<input type="checkbox"/> Final Round	⑦	7	7	7	7	7	7	7	7	7	7
<input checked="" type="checkbox"/> English	<input checked="" type="checkbox"/> Round 1																
<input type="checkbox"/> Spanish	<input type="checkbox"/> Round 2																
	<input type="checkbox"/> Final Round																
	⑧	8	8	8	8	8	8	8	8	8	8						
	⑨	9	9	9	9	9	9	9	9	9	9						

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 →

