



# PBL SALES PRESENTATION

## Performance Rating Sheet

 Preliminary Round

 Final Round

Evaluation Item	Not Demonstrated	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Points Earned
<b>Approach</b>					
Suitable opening statement or remarks	0	1-2	3-4	5	
Directs customer's attention to merchandise	0	1-2	3-4	5	
<b>Comments</b>					
<b>Product Presentation</b>					
Questions involve customer	0	1-3	4-7	8-10	
Analyzes and determines customer needs	0	1-3	4-7	8-10	
Interest in customer as an individual	0	1-3	4-7	8-10	
Adequate knowledge of product features	0	1-3	4-7	8-10	
Creates interest and desire for product	0	1-3	4-7	8-10	
Benefits matched to customer needs	0	1-3	4-7	8-10	
<b>Comments</b>					
<b>Suggestion Selling</b>					
Suggestion selling used	0	1-3	4-7	8-10	
<b>Comments</b>					
<b>Handling Objections</b>					
Welcomes and listens to all objections	0	1-2	3-4	5	
<b>Comments</b>					
<b>Closing</b>					
Takes advantage of customer reactions	0	1-2	3-4	5	
Handles and overcomes objections with respect	0	1-2	3-4	5	
Closes the sale	0	1-2	3-4	5	
<b>Comments</b>					
<b>Total Points</b>					<b>/100 max.</b>
<b>Dress Code Penalty</b> Deduct five (5) points when dress code is not followed.					
<b>Penalty</b> Deduct five (5) points for failure to follow guidelines.					
<b>Final Score</b>					<b>/100 max.</b>

Name(s): \_\_\_\_\_

School: \_\_\_\_\_ State: \_\_\_\_\_

Judge's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Judge's Comments: