

GBSC 2021 Scoresheet Category Weights

English & Spanish

English Round 1

- ✚ The Approach – 15%
- ✚ Identification of Needs – 50%
- ✚ Product Presentation – 10%
- ✚ Overcoming Obstacles – 10%
- ✚ Closing – 5%
- ✚ General Skills – 10%

Spanish Round 1

- ✚ The Approach – 15%
- ✚ Identification of Needs – 50%
- ✚ Product Presentation – 10%
- ✚ Overcoming Obstacles – 10%
- ✚ Closing – 5%
- ✚ General Skills – 10%

English Round 2

- ✚ The Approach – 10%
- ✚ Identification of Needs – 15%
- ✚ Product Presentation – 40%
- ✚ Overcoming Obstacles – 20%
- ✚ Closing – 10%
- ✚ General Skills – 5%

Spanish Round 2

- ✚ The Approach – 10%
- ✚ Identification of Needs – 15%
- ✚ Product Presentation – 40%
- ✚ Overcoming Obstacles – 20%
- ✚ Closing – 10%
- ✚ General Skills – 5%

English Round 3

- ✚ The Approach – 10%
- ✚ Identification of Needs – 25%
- ✚ Product Presentation – 35%
- ✚ Overcoming Obstacles – 15%
- ✚ Closing – 10%
- ✚ General Skills – 5%

Spanish Round 3

- ✚ The Approach – 10%
- ✚ Identification of Needs – 25%
- ✚ Product Presentation – 35%
- ✚ Overcoming Obstacles – 15%
- ✚ Closing – 10%
- ✚ General Skills – 5%