

Scoring and Progression Guidelines



Florida International University
Global Bilingual Sales Competition

Awards – International Track

Bilingual Roleplay Competition

1st Place - \$1500 Scholarship

2nd Place - \$750 Scholarship

3rd Place - \$500 Scholarship

English Roleplay Competition

1st Place - \$1000 Scholarship

2nd Place - \$500 Scholarship

3rd Place - \$250 Scholarship

Spanish Roleplay Competition

1st Place - \$1000 Scholarship

2nd Place - \$500 Scholarship

3rd Place - \$250 Scholarship

Top 3 University Teams

1st Place - \$1000 Faculty Coach Honorarium

2nd Place - \$500 Faculty Coach Honorarium

3rd Place - \$250 Faculty Coach Honorarium

Elevator Pitch Competition

Top Three (3) Highest Scores

\$200 Scholarship each

Awards – FIU Only Track

Competitors in this track compete internally only (not against sales teams) and are not eligible for the International Track prizes

Overall - Roleplay Competition

Top Three (3) Highest Scores

\$100 Scholarship each

Overall – Elevator Pitch Competition

Top Three (3) Highest Scores

\$100 Scholarship each

Scoring – Sample Scoresheet

Judges will be asked to RATE competitor from 0-10 with 10 being OUTSTANDING & 0 being the ABSENCE of behaviors.

The Approach

Professional personal & company introduction	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)
Connected at a personal level & built trust (valuable small talk)	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)
Established the reason & agenda for being there	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)
Smooth transition to needs identification	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)

Identification of Needs

Uncovered decision process (decider, criteria, people involved)	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)
Determined current situation (problems, needs & points of pain)	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)
Uncovered & clarified consequences of not solving prospect's problems	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)
Gained pre-commitment to advance to general product information	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)

Product Presentation

Used professional visual aids to introduce benefits	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)
Gave just enough information to gain buyer's interest to learn more	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)
Involved the buyer in the product/service discussion	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)
Asked trial close questions to gauge interest	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)

Overcoming Obstacles

Gained clear understanding of obstacle	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)
Effectively addressed the obstacle & responded clearly	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)
Confirmed that obstacle is no longer a concern to the buyer	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)

Closing

Summarized highlights of meeting in a professional manner	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)
Asked for a commitment to move forward	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)
Provided information on the next steps	(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)

General Skills

Effective questioning & listening skills & professional language

(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)

Effective nonverbal communication

(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)

Displayed appropriate enthusiasm and passion

(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)

Demonstrated product and company knowledge

(0)(1)(2)(3)(4)(5)(6)(7)(8)(9)(10)

***Judges will also be asked to provide comments.**

Scoring Weights

Round 1

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

Round 2

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

Finals and Bilingual Round

- ✚ *The Approach – 10%*
- ✚ *Identification of Needs – 15%*
- ✚ *Product Presentation – 25%*
- ✚ *Overcoming Obstacles – 25%*
- ✚ *Closing – 20%*
- ✚ *General Skills – 5%*

Scoring – Roleplay Progression

First Rounds

<i>Individual Position from Each Room</i>	<i>Points</i>	<i>Next Round</i>
First	100	Advance to Round 2
Second	75	Advance to Round 2
Third	50	Advance to Round 2
Fourth	40	Eliminated
Fifth	30	Eliminated
Sixth	20	Eliminated

Team Bonus Points: + 8 to team if both team members advance to Round 2

Second Rounds

<i>Individual Position from Each Room</i>	<i>Points</i>	<i>Next Round</i>
First	100	Advance to Round 3 (Finals)
Second	75	Eliminated
Third	50	Eliminated
Fourth	40	Eliminated

Team Bonus Points: + 10 to team if both team members advance to Round 3 (finals)

Final Rounds

<i>Individual Position</i>	<i>Points</i>	<i>Next Round</i>
First	100	Language Champion
Second	75	1st Runner-Up
Third	50	2nd Runner-Up
Fourth (Bilingual Only)	40	3rd Runner-Up

To qualify for Bilingual Final: Top 4 scoring students advance to Bilingual Finals if they have accumulated a minimum of 150 points in each language to prove language proficiency.