

Global Bilingual Sales Competition

English Judging Sheet

ID Number	Round	Room	Judge	Student	School
	0	1			

Judge Name:

Student Name:

Round *(Check the box that applies):*

<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

ID Number	Round	Room	Judge	Student	School
0	0	0	0	0	0
1	1	1	1	1	1
2	2	2	2	2	2
3	3	3	3	3	3
4	4	4	4	4	4
5	5	5	5	5	5
6	6	6	6	6	6
7	7	7	7	7	7
8	8	8	8	8	8
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 ➔

