

# 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

## Round 1

<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	Eliminated
Fourth	40	Eliminated
Fifth	30	Eliminated
Sixth	20	Eliminated

**Team Bonus Points:** + 4 to team if both team members advance to Round 2

## Round 2

<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:** + 5 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	English Champion
Second	75	1st Runner-Up
Third	50	2nd Runner-Up
Fourth	40	3rd Runner-Up

**To qualify for Bilingual Final:** The competitor must accumulate a minimum of 150 points in each language to prove language proficiency.