

Contestant Name:
Contestant School:

Judge Name:



KU Professional Selling Program/King's Hawaiian Sales Competition

Speed Selling Judging Rubric — 1st & 2nd Rounds

Approach	Weak				Superior
Personal and Brand Introduction	1	2	3	4	5
Gained attention of buyer	1	2	3	4	5
Professional mannerisms (speech, dress, body language)	1	2	3	4	5
Segment Total:					/15

Presentation Skills	Weak				Superior
Clear and concise communication	1	2	3	4	5
Defined the "need"	1	2	3	4	5
Used facts and features in selling	1	2	3	4	5
Asks for the sale	1	2	3	4	5
Segment Total:					/20

Plan of Action	Weak				Superior
Gained agreement/commitment throughout the presentation	1	2	3	4	5
Establishes clear roles, responsibilities, and timelines	1	2	3	4	5
Leverages most effective resources	1	2	3	4	5
Bonus: Gains acceptance of all three items + display	0				5
Segment Total:					/15

Meeting Total:	/50
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Other Notes:

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