Contestant Name:
Contestant School:

Judge Name:

KU SCHOOL OF BUSINESS
The University of Kansas

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**

Other Notes:

Contestant Name:
Contestant School:

Judge Name:

