SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student #										
Uses appropriate approach	1 1	1 2	2		<u> </u>		7			17
	1	2	3	4	5	6	7	8	9	10
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	(10
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	(10)
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	10
demonstration										igwedge
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	10
agreement throughout the presentation									(
Effectively overcomes customer's objection	1	2	3	4	5	6	7 (8	9	10
Uses a technique to close the sale	1	2	3	4	5	6	7	8/	9	10
Reassures the customer and thanks them	1	2	3	4	5	6	7(8)	8	10
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8 (9)	10
analysis)	
Overall impression of the presentation	1	2	3	4	5	6	7	8 (9)	10
								\bigcirc	0	
	TO	TΑ	LS	SCC	ORI	∃: _		4.	<u> </u>	
Comments/ notes:										
						-				

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student # 2										
Uses appropriate approach	1	2	3	4	5	6	7	8	9	ΙÓ
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	(10)
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	(10)
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	(10)
demonstration										
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	0
agreement throughout the presentation										
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	(10)
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	(10)
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	(10)
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	(10)
analysis										
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	(10)
	ТО	ТА	LS	SCC	RI	Ξ: _		<u>N</u>)	
Comments/ notes:										
										

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

		1		·····			,		·	
Uses appropriate approach	1	2	3	4	5	6	7	8	9 ([10
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	10
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	10
Gets the customer involved in the	1	2	3	4	5	6	7	8	9 ,	70
demonstration									,	
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9/	10
agreement throughout the presentation						-		Ŭ	- \	
Effectively overcomes customer's objection	1	2	3	4	5	6	71	8)	9	10
Uses a technique to close the sale	1	2	3	4	5 (6	7	8	9	10
Reassures the customer and thanks them	1	2	3	4	5	6	7 (8	8	10
Evidence of preparation; feature-benefit	1	2	3	4	5	6(71	8	9	10
analysis										
Overall impression of the presentation	1	2	3	4	5	6	7/	8	9	10
	ТО	ТА	LS	CC	RE	E: _	8	7		
Comments/ notes:	***									

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student #										
Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	10
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	10
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	10
demonstration										
Continues to ask questions and seek	1	2	3	4	5	6	7	8	91	10)
agreement throughout the presentation									'	
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	10
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	(10)
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	(10)
analysis									_	
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	(10)
	TO	TΑ	LS	 SCC	RI	Ξ: _	İ	07)	
Comments/ notes:								***		<u>. </u>

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student #5										
Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
Asks good qualifying questions to determine customer's needs/wants	1	2	3	4	5	6	7	8	9	
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	
Gets the customer involved in the demonstration	1	2	3	4	5	6	7	8	9	άð
Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8	9	(10)
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	(10)
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	(10)
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	770
Evidence of preparation; feature-benefit analysis	1	2	3	4	5	6	7	8	9	10
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	(10)
Comments/notos	ТО	ТА	LS	SCC	ORI	Ξ: _				

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

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3 4		6	 _		9	(10
	1 5	1	17	8	9	(10)
	1 5	ĺ				
3 4		6	7	8	9	(10)
ı	1 5	6	7	8	9	10
ŀ					-	
3 4	1 5	6	7	8	9	10
			ľ			1
3 4	1 5	6	7	8	9	(10)
3 4	1 5	6	7	8	9	(10)
3 4	1 5	6	17	8	8	76
3 4		6	7	8	9	7
					_	
3 4	5	6	7	8	9	(10)
SCO	ORI	E:		10	37)
	SC	, SCOR	SCORE:	SCORE:	SCORE:	SCORE: \UZ

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

1 rounce r resemblation	Ka	un	g s	ne	et					
SSHS Student #										
Uses appropriate approach	1	2	3	4	5	6	7	8	9	(10
Asks good qualifying questions to determine customer's needs/wants	1	2	3	4	5	6	7	8	9	10
Demonstration of the product/service	1	2	3	4	5	6	7	(8	9	10
Gets the customer involved in the demonstration	1	2	3	4	5	6	7	8	9	10
Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8(9	10
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	(10
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	16
Reassures the customer and thanks them	1	2	3	4	5	6	70	38)	8	THE WILL
Evidence of preparation; feature-benefit analysis	1	2	3	4	5	6	7	⊗ ⊗	9(10
Overall impression of the presentation	1	2	3	4	5	6	7	8/	9	10
	ТО	TA	LS	SCC	ORI	Ξ: _		91	<u> </u>	
Comments/ notes:						*****				

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

Product Presentation	Ra	tin	g S	he	et			40		
SSHS Student #										
Uses appropriate approach	1	2	3	4	5	6	7	8	9	160
Asks good qualifying questions to determine customer's needs/wants	1	2	3	4	5	6	7	8(9	10
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	(10
Gets the customer involved in the demonstration	1	2	3	4	5	6	7	8	9	10
Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8(9	10
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	(10
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	(10
Reassures the customer and thanks them	1	2	3	4	5	б	7	8	8	10
Evidence of preparation; feature-benefit analysis	1	2	3	4	5	6	7	8	9	10
Overall impression of the presentation	1	2	3	4	5	6	7	8/	9	10
-	ТО	ТА	L S	CC)RI	E: _		9	<u>)</u> ろ	
Comments/ notes:						-,		 		

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student #			5 -) 11 C						
Uses appropriate approach	T ₁	2	3	4	5	6	7	8	9	(10
Asks good qualifying questions to	$\frac{1}{1}$	2	3	4	5	6	7	8	9	10
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	10
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	(10
demonstration										(
Continues to ask questions and seek	1	2	3	4	5	6	7	8/	9	10
agreement throughout the presentation								, ,	-	1.0
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	(10)
Uses a technique to close the sale	1	2	3	4	5	6	7	8((9)	10
Reassures the customer and thanks them	1	2	3	4	5	6 (T	8	8	10
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	10
analysis			_	·			,			
Overall impression of the presentation	1	2	3	4	5	6	7	8(9)	1.0
•	TO	TA.	LS	CC	RE	E: _	(74		
Comments/ notes:										
								•		

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student #										
Uses appropriate approach	$\overline{1}$	2	3	4	5	6	7	8	9	10
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	70
determine customer's needs/wants			_							(10)
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	10
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	(10)
demonstration										
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	(10)
agreement throughout the presentation					-		,	~	_	1.53.
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8 (93	10
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	(10)
Reassures the customer and thanks them	$\overline{1}$	2	3	4	5	6	7	8	8	(10)
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8 (9)	10
analysis									٧	10
Overall impression of the presentation	1	2	3	4	5	6	7	8/	(10
Comments/ notes:	ТО	ТА	LS	CC)RE	?: _		77		
		···								

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student #										
Uses appropriate approach	11	2	3	4	5	6	7	8	9	10
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	710
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	10)
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	10
demonstration							ļ			
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	10
agreement throughout the presentation										ト_ノ
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	(10)
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9(10
Reassures the customer and thanks them	1	2	3	4	5 (6) 7	8	8	10
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7/	8	9	10
analysis										
Overall impression of the presentation	1	2	3	4	5	6	7	8 (97)	10
•	ТО	TA	LS	SCC	DRE	E: _		93	<u>ラ</u> ろ	
Comments/ notes:	4									
	***				w			·		***

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student #										
Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	710
determine customer's needs/wants			ļ							igwedge
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	(10
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	10
demonstration										
Continues to ask questions and seek	1	2	3	4	5	6	7(87	9	10
agreement throughout the presentation							ì			
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	(10
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	(10)
Reassures the customer and thanks them	Ī	2	3	4	5	6	7(81)	8	M
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	10
analysis										
Overall impression of the presentation	1	2	3	4	5	6	7	8(9)	10
	ТО	ТА	LS	SCC	RI	Ξ: _	-	75	<u> </u>	
Comments/ notes:					***					

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student #										
Uses appropriate approach	1	2	3	4	5	6	7	8	9	ΠÓ
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	(10
determine customer's needs/wants		İ								1.0
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	10
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	10
demonstration									-	0
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	10
agreement throughout the presentation						-	י ע	_	_	
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	(10)
Uses a technique to close the sale	1	2.	ત	4	5	6	7	8 (9	10
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	(1 <u>0</u>)
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	(10)
analysis								-		
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	(10)
Comments/notes: Did not bring p	TO Vod	TA vđ	L S	CC	ORI	: _	{	<u>}</u>		

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student #_	14

77			····	,						
Uses appropriate approach	1	2	3	4	5	6	7	8	9	(10)
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	16
determine customer's needs/wants				!			ļ			
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	(10)
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	(10)
demonstration										
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	(10)
agreement throughout the presentation										
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	(10)
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	(10)
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	(ia)
analysis					-					
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	(0)

•	TOTAL SCORE: (V)
Comments/ notes:	

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student #										
Uses appropriate approach	1	2	3	4	5	6	7	8	9	(10)
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	10
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	(10)
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	(10)
demonstration										
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	(10)
agreement throughout the presentation										
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	(10)
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	(10)
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	/(Ū)
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	703
analysis							·		_	
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	(10)
	ТО	ТА	LS	CC	RE	∃: _		σ	Ù	
Comments/ notes:										

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

Uses appropriate approach	1	2	3	4	5	6	7	8	9	(10
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	10
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5	6	7	8	9 (10
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	(10
demonstration						ļ 				
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	(10
agreement throughout the presentation										
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	(1)
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9 (10
Reassures the customer and thanks them	1	2	3	4	5	б	7	8	8	(10
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	(10
analysis										
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	(10
	ТО	ТА	LS	SCC	ORI	Ξ: _	(07)	
Comments/ notes:										

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

1	2	3	4	5	6	7	8	9	(10)
1	2	3	4	5	6	7	8	9	16
1	2	3	4	5	6	7	8	9	
1	2	3	4	5	6	7	8	9	10
1	2	3	4	5	6	7	8	9	(10)
1	2	3	4	5	6	7	8	9	(10)
1	2	3	4	5	6	7	8	9	(10)
1	2	3	4	5	6	7	8	8	(TO)
1	2	3	4	5	6	7	8	9	B
1	2	3	4	5	6	7	8	9	(10)
ТО	ТА	LS	SCC	DRI	Ξ:_		10	V	
									
	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1 2 1 2 1 2 1 2 1 2 1 2 1 2 1 2 1 2 1 2	1 2 3 1 2 3 1 2 3 1 2 3 1 2 3 1 2 3 1 2 3 1 2 3 1 2 3 1 2 3 1 2 3	1 2 3 4 1 2 3 4 1 2 3 4 1 2 3 4 1 2 3 4 1 2 3 4 1 2 3 4 1 2 3 4 1 2 3 4 1 2 3 4	1 2 3 4 5 1 2 3 4 5 1 2 3 4 5 1 2 3 4 5 1 2 3 4 5 1 2 3 4 5 1 2 3 4 5 1 2 3 4 5 1 2 3 4 5 1 2 3 4 5	1 2 3 4 5 6 1 2 3 4 5 6 1 2 3 4 5 6 1 2 3 4 5 6 1 2 3 4 5 6 1 2 3 4 5 6 1 2 3 4 5 6 1 2 3 4 5 6 1 2 3 4 5 6 1 2 3 4 5 6	1 2 3 4 5 6 7 1 2 3 4 5 6 7 1 2 3 4 5 6 7 1 2 3 4 5 6 7 1 2 3 4 5 6 7 1 2 3 4 5 6 7 1 2 3 4 5 6 7 1 2 3 4 5 6 7 1 2 3 4 5 6 7 1 2 3 4 5 6 7 1 2 3 4 5 6 7	1 2 3 4 5 6 7 8 1 2 3 4 5 6 7 8 1 2 3 4 5 6 7 8 1 2 3 4 5 6 7 8 1 2 3 4 5 6 7 8 1 2 3 4 5 6 7 8 1 2 3 4 5 6 7 8 1 2 3 4 5 6 7 8 1 2 3 4 5 6 7 8 1 2 3 4 5 6 7 8 1 2 3 4 5 6 7 8 1 2 3 4 5 6 7 8 1 2 3 4 5 6 7 8	1 2 3 4 5 6 7 8 9 1 2 3 4 5 6 7 8 9 1 2 3 4 5 6 7 8 9 1 2 3 4 5 6 7 8 9 1 2 3 4 5 6 7 8 9 1 2 3 4 5 6 7 8 9 1 2 3 4 5 6 7 8 9 1 2 3 4 5 6 7 8 9 1 2 3 4 5 6 7 8 9 1 2 3 4 5 6 7 8 9 1 2 3 4 5 6 7 8 9 1 2 3 4 5 6 7 8

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

1 Todact 1 Teschianon	ixa	1111	೪ ೪	me	Cl					
SSHS Student #										
Uses appropriate approach	1	2	3	4	5	6	7	8	91	1.0
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	710
determine customer's needs/wants						_				
Demonstration of the product/service	1	2	3	4	5(6	7	8	9	10
Gets the customer involved in the	1	2	3	4	5 (6	7	8	9	10
demonstration					,	\vdash				
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	(10)
agreement throughout the presentation										\\\\\
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	(9)	10
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
Reassures the customer and thanks them	1	2	3	4	5	6(7	8	8	10
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	(8)	.9	10
analysis)		
Overall impression of the presentation	1	2	3	4	5	6	7 ((8)	9	<u>1</u> 0
									$\overline{}$	
	TO	TA	LS	SCC	RI	Ξ: _		8	J	
Comments/ notes:	ALSO A									

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student #										\sim
Uses appropriate approach	1	2	3	4	5	6	7	8	9	(10)
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	1,0
determine customer's needs/wants	<u> </u>									
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	(10)
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	(10)
demonstration										
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	10,
agreement throughout the presentation									,	
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	(10)
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	(0)
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	10
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	10
analysis										
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10
	ТО	ТА	LS	SCO)RJ	E: _		8	7	
Comments/ notes:										

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet

below.

1 roduct i resentation	Na	LIII	g S	пе	eı					
SSHS Student #										
Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	(10
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5	6	7	8(95)10
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	(10)
demonstration										
Continues to ask questions and seek	1	2	3	4	5	6	7	8(3	10
agreement throughout the presentation								``		
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8(9)	10
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	(10)
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	(10
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	(10)
analysis										
Overall impression of the presentation	1	2	3	4	5	6	7	8(9	10
	ТО	ТА	L S	SCC	DRJ	∃: _		9	6	
Comments/ notes:										
		····			*************					

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student #2\										
Uses appropriate approach	1	2	3	4	5	6	7	8	9	10)
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	(10)
determine customer's needs/wants	<u> </u>				<u></u>		<u></u>			\subseteq
Demonstration of the product/service	1	2	3	4	5	6	7(8	9	10
Gets the customer involved in the	1	2	3	4	5	6	7(8	9	10
demonstration	· ·						•	\vee		
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	10
agreement throughout the presentation										
Effectively overcomes customer's objection	I	2	3	4	5	6	7	8	9	(10)
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	(10)
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7 (8	9	10
analysis										
Overall impression of the presentation	1	2	3	4	5	6	7(8)	9	10
	ТО	ТА	LS	SCC	ORI	Ξ: _	{	Z 30)	
Comments/ notes:										

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

I Isas appropriato approach	1		<u> </u>	T 4	<u> </u>		7	I a		1710
Uses appropriate approach	<u> </u>	2	3	4	5	6	/	8	9	(10
Asks good qualifying questions to determine customer's needs/wants	1	2	3	4	5	6	7	8	9	(10)
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	(rò
Gets the customer involved in the demonstration	1	2	3	4	5	6	7	8	9	10
Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8(3	10
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	(10)
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	1
Evidence of preparation; feature-benefit analysis	1	2	3	4	5	6	7	8	9(10
Overall impression of the presentation	1	2	3	4	5	6	7	8(9	10
	ТО	ТА	LS	SCC	ORI	3:_		C	<u>)</u> 8	
Comments/ notes:										

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

		,	_							
SSHS Student # 23										
Uses appropriate approach	1	2	3	4	5	6	7	8	9	(10)
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	$\overline{(10)}$
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5 ($(\hat{6})$	7	8	9	10
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	(10)
demonstration										
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	10
agreement throughout the presentation							<u> </u>			
Effectively overcomes customer's objection	1	2	3	4	5	6	7(X	9	10
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	$\bigcirc M$
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	10.
Evidence of preparation; feature-benefit analysis	1	2	3	4	5	6	7	8(9) TO
Overall impression of the presentation	1	2	3	4	5	6(7	8 (9	10
TOTAL SCORE: 70										
Comments/ notes:										
Market .										

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student # 24										
Uses appropriate approach	1	2	3	4	5	6	7	8(9)	10
Asks good qualifying questions to determine customer's needs/wants	1	2	3	4	5	6	7	8	9	10
Demonstration of the product/service	1	2	3	4	5	6	7(8	9	10
Gets the customer involved in the demonstration		2	3	4	5	6	7	8	9	(10)
Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8	9	10
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	10
Uses a technique to close the sale		2	3	4	5	6	7	8	9	$(1\overline{0})$
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	10
Evidence of preparation; feature-benefit analysis		2	3	4	5	6	7	8	9(10
Overall impression of the presentation	1	2	3	4	5	6	7	(8)	9	10
TOTAL SCORE:										
Comments/ notes:		•••								
						······································				

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

SSHS Student #25										_
Uses appropriate approach	1	2	3	4	5	6	7	8	9 (10
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	710
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	10
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	10
demonstration				<u> </u>						
Continues to ask questions and seek	1	2	3	4	5	6	7	8⁄	9	10
agreement throughout the presentation										
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	10
Uses a technique to close the sale		2	3	4	5	6	7	8	9	10
Reassures the customer and thanks them		2	3	4	5	6	(7)	8	8	10
Evidence of preparation; feature-benefit	1	2	3	4	5 (6	7	8	9	10
analysis										
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10
TOTAL SCORE: 56										
Comments/notes: Did not Vaue product										

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

		,	-	_						
SSHS Student # 2 \(\psi \)										
Uses appropriate approach	1	2	3	4	5	6	7	8	9	710
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	A0
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	10
Gets the customer involved in the	1	2	3	4	5	6(7	8	9	10
demonstration						`				
Continues to ask questions and seek	1	2	3	4	5	6	7	8 ((9)	10
agreement throughout the presentation										
Effectively overcomes customer's objection		2	3	4	5	6(7)	8	9	10
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	(10)
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	(10
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7 (8	9	10
analysis							,			
Overall impression of the presentation	1	2	3	4	5	6	7 (8)	9	10
total score: 79										
Comments/ notes:										

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

			_							
SSHS Student # 27										
Uses appropriate approach	1	2	3	4	5	6	7	8	9	(10
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	(10
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5	6	7	8 ((9)	10
Gets the customer involved in the	1	2	3	4	5	6	7	8	(9)	10
demonstration										
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	10
agreement throughout the presentation										
Effectively overcomes customer's objection		2	3	4	5	6	7	8	9	10
Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
Reassures the customer and thanks them	1	2	3	4	5	3	7	8	8	10
Evidence of preparation; feature-benefit	1	2	3	4	5	(8)	7	8	9	10
analysis										
Overall impression of the presentation	1	2	3	4	5,	6	7	8	9	10
					(Λ.		
•	ТО	TA	LS	SCC	DRJ	Ξ: _		0	<u> </u>	
Comments/ notes:										
						-				

SLO: Students will plan, design, and present a product presentation.

Method/Tool: Individual student will make a product presentation

Criteria for Success: 80% of the students will score 80% or better on the rating sheet below.

Product Presentation Rating Sheet

SSHS Student # 28

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Uses appropriate approach	<u> l</u>	2	3	4	5	6	7	8	9	(10)
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	10
determine customer's needs/wants						ļ				
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	10
Gets the customer involved in the	1	2	3	4	5/	8	7	8	9	10
demonstration										
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	(10
agreement throughout the presentation										
Effectively overcomes customer's objection	1	2	3	4	5	6	70	87	9	10
Uses a technique to close the sale	1	2	3	4	5	6	7	(8)	9	10
Reassures the customer and thanks them	1	2	3	4	5	6	7	8)	8	10
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	(10)
analysis					-					
Overall impression of the presentation	1	2	3	4	5	6	7(8)	9	10

	TOTAL SCORE: _	78
Comments/ notes:		
	 W	