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

Method/Tool: Individual student will make a product presentation

#1

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

Name of 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 40											
Uses a technique to close the sale	1	2	3	4	<u>(3)</u>	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							İ				
Overall impression of the presentation	1	2	3	4	5	6	7	80	9)	10	
Comments/ notes: Cheerios - provided prod	TO MC	TA {S	L S Wh	sco ple	ORI	∃: _ 108 ∮	² ev	36 680	nd.		

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.

Name of 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										
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						İ				
Continues to ask questions and seek	1	2	3	4	5	6	(7)	8	9	10
agreement throughout the presentation	ļ.,,									
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	6
Uses a technique to close the sale	1	2	3	4	5	6	1	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	TA	LS	SCO	ORI	E: _	Ø	35		
Comments/ notes: Pro ACTIV CLEANSER, V. posterboard						_	for	Crc	أها	<u>2,</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.

Name of Student: #3		-								
Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
Asks good qualifying questions to	1	2	3	4	5	6	(1)	8	9	10
determine customer's needs/wants										
Demonstration of the product/service	1	2	3	4	5	6	1	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	0	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	0
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	
analysis	ļ									
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10
Comments/ notes: Video Camcorder, pas	TO ter							•		

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.

Name of Student: #8		-								
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	\bigcirc	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	(3)	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	TΑ	LS	SCO	ORI	E: _		7	1	
Comments/ notes: Comphone, need more	ри	υρο	va	tio	η,	sp€	ak	(c	lor	do

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.

Name of Student: #9		.								
Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
Asks good qualifying questions to	1	2	3	4	(X)	6	7	8	9	10
determine customer's needs/wants				ے	X					
Demonstration of the product/service	1	2	3	4	5	6	7	8	9	((0
Gets the customer involved in the	1	2	3	4	5	6	7	8	19)	10
demonstration								١ '		
Continues to ask questions and seek	1	2	3	4	5	6	1	8	9	10
agreement throughout the presentation										
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	0
Uses a technique to close the sale	1	2	3	1	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 analysis	1	2	3	4	5	6	7	8	9	<u> 10</u>
Overall impression of the presentation	1	2	3	4	5	6	7	8	(9)	10
Comments/ notes: Touch 4	то	ТА	LS	SCO	DRI	3: _	9	3		

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.

Name of 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	19	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 3										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	SCO	ORI	E: _	6	71		
Comments/ notes: Heushey's CANDY, COM	he	vi.	D	<u>, f</u>))\${	ev l	aju	rd	<u>, </u>	

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

Method/Tool: Individual student will make a product presentation

Name of Student: #[[

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

below.

										\triangle
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	(3)	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	1	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	1	8	9	10
analysis										
Overall impression of the presentation	1	2	3	4	5	(6	7 (8	9	10
Comments/ notes: Acousti quitar, held	TO	TA	L S	SC(OR]	E:_ Sli	de	25 1 ₀₄	avt	<u>(pp</u>
Western Control of the Control of th										

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.

Name of Student:		-									
Uses appropriate approach	1	2	3	4	5	6	7	8	9	60)
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	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)		10	
agreement throughout the presentation							\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \		1		
Effectively overcomes customer's objection	1	2	3	4	5	B	Ø.	28	(9)	10	
Uses a technique to close the sale	1	2	3	4	5	6	(7)	8	9	(1XI)	P
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> </u>		B	B		
Comments/notes: Speak & Careal, Sa	mp	les	, C	DM	MV	40	Q;	008	tev	610	rd
								•			

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.

Name of Student: <u> </u>		<u>.</u>								
Uses appropriate approach	1	2	3	4	5	16	7	8	9	10
Asks good qualifying questions to determine customer's needs/wants	1	2	3	4	0	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	8	0	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	0	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 analysis	1	2	3	4	5	6	7	8	9	@
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10
							,			

		TOTAL SCOR	
Comments/ notes:	romatic Battl Salt,	more research.	no visual aid,
<u>Use</u>	B Slang through	ont presentation	M ,
	J		

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

Name of Student: Uses appropriate approach Asks good qualifying questions to determine customer's needs/wants Demonstration of the product/service Gets the customer involved in the demonstration Continues to ask questions and seek (5) agreement throughout the presentation Effectively overcomes customer's objection Uses a technique to close the sale Reassures the customer and thanks them Evidence of preparation; feature-benefit analysis Overall impression of the presentation

				AL SCORE		<u> </u>	
Comments/ notes:	LAPTOP (inputer ((ttp), mon	o research	need	accurat	te
	cuto, in	mvė <i>(u</i> nt	idutice			· · · · · · · · · · · · · · · · · · ·	

			* · · · · · · · · · · · · · · · · · · ·	(*************************************			

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.

Name of Student: #13		-								
Uses appropriate approach	1	2	3	4	5	6	7	8	69	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	16	7	8	9	10
demonstration							ĺ			
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	(B)	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
	т <u>^</u>	ጥለ	T C	יריר)Dī	J.	8	ね		

			TOTAL SC	ore: <u>8</u> 0	3
Comments/ notes:	NIKE Bag	be more	enthusiastic	., increase	purection
	hed vonds	-paster u	vara		, <u> </u>

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

Method/Tool: Individual student will make a product presentation

this.

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

Name of Student:											
	,		,			·					`
Uses appropriate approach	1	2	3	4	5	6	7	8	9	(TO)	Į
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										10	
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	6	
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	<u>(10)</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	86	9)	10	ĺ
								<u>~</u>		-	
	ТО	ΤA	LS	CC	RI	3: _	- 2	13)		
Chichol Dodged Co.	مار			•		4	~			· Δ.	
Comments/ notes: SWOMPS, Would San	PIL	7	887	eru	2074	a j	LO	<i>h</i>	6) (NOW!	ì
	•					,					
									,,,,,,, ,		

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.

Name of Student:		-								
Usas appropriate approach	1	10	_		- ۲		I			
Uses appropriate approach	1	2	3	4	5	6	/	(8)	19	10
Asks good qualifying questions to	1	2	3	4	5	(6)	7	8	9	10
determine customer's needs/wants						\smile				
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	(P)	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	AD)
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	(II)
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	110
analysis										
Overall impression of the presentation	1	2	3	4	5	(6)	7	8	9	10
						<u> </u>				
•	ТО	TΑ	LS	CC	ORI	Ξ: _	l	4		
									,	_ A
Comments/ notes: Clorax Wipes domons	170	40	<u>K</u> ,_	SN	np	4//	(110	401	V	ord .
MAC MIN OF MACE MILLS		01	No	nast	711	1	ارز	1	10.11	10.L

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.

Name of Student: #16		-								
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	18)	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								V		
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	TA	LS	CC	DRI	Ξ: _	0	12		
Comments/ notes: Blow Dryer, Common	SAC SAC	Ocs,	por	te	bo	ar	d,	ke	pt	

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.

Name of Student: #17		-									
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 (9	7	8	9	10	
Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	(3)	6	7	8	9	10	
Effectively overcomes customer's objection	1	2	3	4	5	6	7	8	9	0	İ
Uses a technique to close the sale	1	2	3	4	5	6	\mathcal{D}	8	9	10	
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	0	
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	<u>(6)</u>	7	8	9	10	
					ORI						
Comments/ notes: Crackle place nous polis	the the	/S n g	hou Na	ed	de	mo	No	dec)/	Nost Ce	board

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.

Name of Student: 418		-								
Uses appropriate approach	1	2	3	<u></u>	5	6	7	8	0	
	<u> </u>	—		4	2	6	/_		9	4-0
Asks good qualifying questions to	1	2	3	4	5	6		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	0	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	16)7	8	9	10

TOTAL SCORE: 73
Comments/notes: SUMBlock SPFJD, poster/flucus (brochure-samples Wind Using Jang in prosentation, be enthusiastic
and using dang in prosentation, be enthusiastic

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.

Name of 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							`	\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	1	2	3	4	5	6	7	8	(9)	10
Uses a technique to close the sale	1	2	3	4	5	6	1	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	18)	9	10
analysis								$lue{}$		
Overall impression of the presentation	1	2	3	4	5	6	(7)	8	9	10

			TOTA	L SCORE: _	69
Comments/ notes:	Clothing	-Dresses	need move	ven aid	be enflusiastic
	priotice	projectation	stalls-que	contact watch	body largue
		1			7

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

Name of Student: #20		-								
Uses appropriate approach	1	2	3	4	5	6	7	8	9	$\widehat{(0)}$
Asks good qualifying questions to	1	2	3	4	5	6	7	(8)	9	To
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	YO
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	6
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
		TΑ				_	9	5 (1	<u></u>	
Comments/ notes: CRICHT MICHINE, VIdeo	XW	w_{L}	μų	ger	WUU		4	W	ms	aaync

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.

Name of Student: #21		-								
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	0
demonstration										
Continues to ask questions and seck	1	2	3	4	5	6	7	18	9	10
agreement throughout the presentation										
Effectively overcomes customer's objection	1	2	3	4	5	б	7	8	(9)	10
Uses a technique to close the sale	1	2	3	4	5	6	7	8	O	10
Reassures the customer and thanks them	1	2	3	4	5	6	7	8	8	0
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	9	0
analysis										
Overall impression of the presentation	1	2	3	4	5	6	7	18	9	10
	ТО	TA	LS	SCC)RI	3: _		9	0	
Comments/ notes: SUAP CHOP - Nder de	lho	P	081	er l	900	id	, <i>u</i>	enz		
Will wasted the		·	-				-	-		-

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

Name of Student: #22

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					1	_				
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	(3)	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	17	8	9	10
analysis										
Overall impression of the presentation	1	2	3	4	5	∕ €	7	8	9	10

			TOTAL SCORE:	61
Comments/ notes: _	Skateboard	MVQ	practice everearch	

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.

Name of Student: #23												
Uses appropriate approach			3	4	5	6	7	8	9	40		
Asks good qualifying questions to		2	3	4	5	6)7	8	9	10		
determine customer's needs/wants												
Demonstration of the product/service			3	4	5	6	7	8	9	(10)		
Gets the customer involved in the		2	3	4	5	6	7	8	9	10		
demonstration												
Continues to ask questions and seek		2	3	4	5	18	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		2	3	4	5	6	7	8	9	10		
Reassures the customer and thanks them		2	3	4	5	6	7	8	8	a10)		
Evidence of preparation; feature-benefit		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: 82 Comments/ notes: Footbag, showed udes commercial, paser board												
				This is not		! 	**************************************					