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		6	7	8	9		
determine customer's needs/wants							_	ľ			
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		<u>(9)</u>		,
demonstration								۱			i
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		
Evidence of preparation; feature-benefit	$\frac{1}{1}$	2	3	4	5	6	7	8	9	10	
analysis	_	-		•			,		,	5	
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10'	`
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Comments/ notes:	ul		de	d	ر	ал	. 4	10	U	lect	TO DO
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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	<u> </u>	7	(8)		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	l		1							
Continues to ask questions and seek	1	2	3	4	5	6	17	8	9	10
agreement throughout the presentation					ŀ					
Effectively overcomes customer's objection	1	2	3	4	5	6	(1)	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		10
analysis								12]	- *
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10
Comments/ notes: Can		ΤΑ <i>β</i> γι <i>Γ</i> γ						Se re	21	多
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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	11	2	3	4	5	6	7	8	9	10
Asks good qualifying questions to	1	2	3	4	5	6	7	8	6	10
determine customer's needs/wants	1	-		-		ľ	′	ľ	3	
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				`		*		Ĭ	_	155
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	10
agreement throughout the presentation							′	Ĭ		(6)
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	$\frac{1}{2}$	3	4	5	6	7	8	6	10
analysis	~	-		Ι΄		١	 ′	ľ		10
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10
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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	ì
Asks good qualifying questions to	$\frac{1}{1}$	$\frac{2}{2}$	3	4	5	6	7	8	9	10	ľ
determine customer's needs/wants	^	~		•		"	′	9	וכן	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	_			•		ľ	′			10	
Continues to ask questions and seek	1	2	3	4	5	6	7	(8)	9	10	
agreement throughout the presentation	}					Ŭ				10	ŀ
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	$\frac{\overline{2}}{2}$	3	4	5	6	7	8	9	10	
analysis	-	_		•		١		١			
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10	
						<u> </u>	L <u>'</u>		S X	70	
	TO	TA	LS	CC	DRI	3: <u> </u>	(8	1		
Comments/ notes:		7	M		, ,	4. A		\int_{a}^{b}	1		
Out to	<u>υ</u>	<u>/) (</u>	<u> </u>	<u>' </u>		ne	9	pe	<u> </u>		
plepin	\mathcal{U}_{η}		<u> </u>	10 \$) <u>(</u>		24	W	<u>ー</u>		
			PY	lSl	Ma	tib	<u>~</u>	<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.

Name of Student: #5										
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>	L.						'	
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		İ							\square	
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	No
	TO	ТА	LS	SCO	DR)	E: _	(9		
Comments/ notes:	00	P	d	20	<i>!</i>	·				

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	(O)	10
			_			6	<u> </u>		9	
Asks good qualifying questions to	1	2	3	4	5	6	7	8	9	10
determine customer's needs/wants				l						
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	10
analysis										
Overall impression of the presentation	1	2	3	4	5	6	7	(8)	9	10
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Comments/ notes:	to	24		la	rd	<u>e</u>	<u>/</u>	bu	t	
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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		10
determine customer's needs/wants								18		
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						Ĭ	_		1	10
Continues to ask questions and seek	1	2	3	4	5	6	7	8	9	10
agreement throughout the presentation						Ĭ	ĺ			
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	$\frac{\bar{2}}{2}$	3	4	5	6	7	8	9	10
analysis	-	-		•		١	′	١	9	
Overall impression of the presentation	1	2	3	4	5	6	7	8.	<u>(9)</u>	10
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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					Ü			ب		
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	10
analysis										
Overall impression of the presentation	1	2	3	4	5	6	7	8)	9	10
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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	11	2	3	4	5	6	7	8	9	10
Asks good qualifying questions to	Î	$\frac{\overline{2}}{2}$	3	4	5	6	7	8	9	10
determine customer's needs/wants	-	_		•		U	′	0		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)	12.	10
demonstration							′			10
Continues to ask questions and seek	1	2	3	4	5	6	7	(8)	9	10
agreement throughout the presentation		_		•			'	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	$\frac{\overline{2}}{2}$	3	4	5	6	7	8	8	10
Evidence of preparation; feature-benefit	1	$\frac{\overline{2}}{2}$	3	4	5	6	7	8	6	10
analysis	-	-		_		١٠	'	6	W)	10
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10
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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: #10										
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,	(Q)	10
Gets the customer involved in the	1	2	3	4	5	6	7	8	9	10
demonstration	<u>L</u> _									
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	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)
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Comments/ notes:	Z181	<u> </u>	M.	<u>en</u>	<u>UL</u>	les	t) <u>8</u>	<i>!</i> !	
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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		5		1/			-
determine customer's needs/wants	1	2	3	4)	6	7	8	9	10
		_					<u> </u>			
Demonstration of the product/service	1	2	3	4	5	6	7	.8	$^{\circ}$	10
Gets the customer involved in the	1	2	3	4	5	6	7	(8)	9	10
demonstration					1					
Continues to ask questions and seek	1	2	3	4	5	6	7	(8)	9	10
agreement throughout the presentation						1				
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	l									
Overall impression of the presentation	1	2	3	4	5	6	7	8	Q	10
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- Tear	<i>n</i> <u> </u>	oh,	De Oc	tro	VC Ve	<u> </u>	10	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	014	come

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: #12										
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	$\sqrt{10}$
demonstration	l		ŀ	l						
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	40
Evidence of preparation; feature-benefit	1	2	3	4	5	6	7	8	0	10
analysis										
Overall impression of the presentation	1	2	3	4	5	6	7	8	9	(10)
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Comments/ notes: Drá as	_	ex	ice	pti	DY.	sl		DI	<u>5</u>	
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Keep	S	R	re		3/2	16	et	/\ <i>U</i>	0	
					0					