

PRODUCT PRESENTATION

STUDENT #:

Eleanor Reyo

DATE:

2/21/11

Rated 1 thru 10

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

8 45 54 30

*75
83
95
8*

*54
30
84
8
92 ✓*

TTL: 92

PRODUCT PRESENTATION

STUDENT #:

Ricsha Estaguid DATE: 2/21/11
I-Phone assisted by Sontara

Rated 1 thru 10

1) Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
2) Ask good qualifying questions to determine customer's needs / wants	1	2	3	4	5	6	7	8	9	10
3) Demonstration of the product / service	1	2	3	4	5	6	7	8	9	10
4) Gets the customer involved in the demonstration	1	2	3	4	5	6	7	8	9	10
5) Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8	9	10
6) Effectively overcomes customer objections <i>No objection</i>	1	2	3	4	5	6	7	8	9	10
7) Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
8) Reassures the customer and thanks them	1	2	3	4	5	6	7	8	9	10
9) Evidence of preparation; feature benefit analysis	1	2	3	4	5	6	7	8	9	10
10) Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10

14 16 45

~~75~~

45
 16
 61
 14
 75 ✓

72.8 75

PRODUCT PRESENTATION

STUDENT #:

Paulana

DATE:

2/21/11

Skin Whitening (Assisted by Josh)

Rated 1 thru 10

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

*attempted
to go up.*

TH: 70

PRODUCT PRESENTATION

STUDENT #: Frankie Mayo DATE: 2/18/11
Mac Lip Gloss 5th period

Rated 1 thru 10

1) Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
2) Ask good qualifying questions to determine customer's needs / wants @ Beginning bulkey,	1	2	3	4	5	6	7	8	9	10
3) Demonstration of the product / service Ricasha	1	2	3	4	5	6	7	8	9	10
4) Gets the customer involved in the demonstration	1	2	3	4	5	6	7	8	9	10
5) Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8	9	10
6) Effectively overcomes customer objections doesn't last all day long,	1	2	3	4	5	6	7	8	9	10
7) Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
8) Reassures the customer and thanks them	1	2	3	4	5	6	7	8	9	10
9) Evidence of preparation; feature-benefit analysis pretty box compared to other	1	2	3	4	5	6	7	8	9	10
10) Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10

TTC: 96 ✓

PRODUCT PRESENTATION

STUDENT #:

Sofiana Brub

DATE:

2/18/11

Eye Shadow Demonstration

Rated 1 thru 10

1) Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
2) Ask good qualifying questions to determine customer's needs / wants <i>yes!! lots of questions</i>	1	2	3	4	5	6	7	8	9	10
3) Demonstration of the product / service <i>Very very interesting / I learned a lot!</i>	1	2	3	4	5	6	7	8	9	10
4) Gets the customer involved in the demonstration <i>Wanda & Frankie</i>	1	2	3	4	5	6	7	8	9	10
5) Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8	9	10
6) Effectively overcomes customer objections <i>no objections</i>	1	2	3	4	5	6	7	8	9	10
7) Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
8) Reassures the customer and thanks them	1	2	3	4	5	6	7	8	9	10
9) Evidence of preparation; feature-benefit analysis <i>display of info, self compared to others</i>	1	2	3	4	5	6	7	8	9	10
10) Overall impression of the presentation <i>made a point</i>	1	2	3	4	5	6	7	8	9	10

Lots of product knowledge!
I am so impressed.
Thank you!

TTC:

18 80
98 (99)
[Signature]

PRODUCT PRESENTATION

STUDENT #:

David San Augustin

DATE:

2/18/11

Rated 1 thru 10

1) Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
2) Ask good qualifying questions to determine customer's needs / wants <i>good questions!</i>	1	2	3	4	5	6	7	8	9	10
3) Demonstration of the product / service	1	2	3	4	5	6	7	8	9	10
4) Gets the customer involved in the demonstration	1	2	3	4	5	6	7	8	9	10
5) Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8	9	10
6) Effectively overcomes customer objections <i>what's group? only take 8 p/day.</i>	1	2	3	4	5	6	7	8	9	10
7) Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
8) Reassures the customer and thanks them	1	2	3	4	5	6	7	8	9	10
9) Evidence of preparation; feature-benefit analysis. <i>good impression of questions</i>	1	2	3	4	5	6	7	8	9	10
10) Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10

16 27 30

57
16
73

TTC: **73**

PRODUCT PRESENTATION

STUDENT #: BIN DATE: 02-18-11
MOVIES

Rated 1 thru 10

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

772
 91
 16 45 30
 75
 14
 91 ✓

PRODUCT PRESENTATION

STUDENT #:

Justine Tinoso
Pillow Pet

DATE:

2/16/14
(Wed)

Rated 1 thru 10

1) Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
2) Ask good qualifying questions to determine customer's needs / wants	1	2	3	4	5	6	7	8	9	10
3) Demonstration of the product / service	1	2	3	4	5	6	7	8	9	10
4) Gets the customer involved in the demonstration <i>Robert</i>	1	2	3	4	5	6	7	8	9	10
5) Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8	9	10
6) Effectively overcomes customer objections <i>Am too old? (Get it as a)</i>	1	2	3	4	5	6	7	8	9	10
7) Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
8) Reassures the customer and thanks them	1	2	3	4	5	6	7	8	9	10
9) Evidence of preparation; feature-benefit analysis <i>Compares the money to the plain pillow</i>	1	2	3	4	5	6	7	8	9	10
10) Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10

#9 90
= 99

soft to cuddle?
friend?

Am too old?

Gift: for someone who can't get a real pet

2 kc
1 water

PRODUCT PRESENTATION

STUDENT #:

Robert Untalan
PSP

DATE:

02/16/17
Wed

Rated 1 thru 10

1) Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
2) Ask good qualifying questions to determine customer's needs / wants <i>bored @ home?</i>	1	2	3	4	5	6	7	8	9	10
3) Demonstration of the product / service <i>- can get it anywhere - affordable.</i>	1	2	3	4	5	6	7	8	9	10
4) Gets the customer involved in the demonstration <i>Question from audience Josh-volunteer</i>	1	2	3	4	5	6	7	8	9	10
5) Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8	9	10
6) Effectively overcomes customer objections <i>depends on the question do you support violence? what u recom to little kids</i>	1	2	3	4	5	6	7	8	9	10
7) Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
8) Reassures the customer and thanks them	1	2	3	4	5	6	7	8	9	10
9) Evidence of preparation; feature-benefit analysis	1	2	3	4	5	6	7	8	9	10
10) Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10

TTL: 95

45 50
NG

PRODUCT PRESENTATION

STUDENT #:

Reyleen Repus
Sunglasses

DATE:

02/16/11

Rated 1 thru 10

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

24 14 8 9 10
30 17 10
38
27
65

80 ✓

PRODUCT PRESENTATION

STUDENT #:

Joshua Sepety

DATE:

02/14/11

Rated 1 thru 10

1) Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
2) Ask good qualifying questions to determine customer's needs / wants <i>See #2 below</i>	1	2	3	4	5	6	7	8	9	10
3) Demonstration of the product / service	1	2	3	4	5	6	7	8	9	10
4) Gets the customer involved in the demonstration <i>Any Questions?</i>	1	2	3	4	5	6	7	8	9	10
5) Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8	9	10
6) Effectively overcomes customer objections <i>not hard like King Can, Plastic harder to recycle than aluminum</i>	1	2	3	4	5	6	7	8	9	10
7) Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
8) Reassures the customer and thanks them	1	2	3	4	5	6	7	8	9	10
9) Evidence of preparation; feature-benefit analysis <i>no evidence of preparation except</i>	1	2	3	4	5	6	7	8	9	10
10) Overall impression of the presentation <i>comparison of Pepsi</i>	1	2	3	4	5	6	7	8	9	10

2) *reasons*
 cheap \$1.00
 portable
 plastic, has a cap
 & recycle
 } Josh read out, he didn't ask the questions.

PO ✓

2) diff. btwn
 3) Demonstration: buy, twist & drink
 4) 8 out of 10 prefer Asam over Pepsi

★ ~~S~~ Suggestions or Improvements: be more friendly

PRODUCT PRESENTATION

STUDENT #:

Jaymor Medina

DATE:

02/14/11

Rated 1 thru 10

1) Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
2) Ask good qualifying questions to determine customer's needs / wants <i>Yes</i>	1	2	3	4	5	6	7	8	9	10
3) Demonstration of the product / service <i>Yes - did proper dem.</i>	1	2	3	4	5	6	7	8	9	10
4) Gets the customer involved in the demonstration <i>Yes - Joshua</i>	1	2	3	4	5	6	7	8	9	10
5) Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8	9	10
6) Effectively overcomes customer objections <i>1) broke my bag 2) so what... substitute, dangerous? kids</i>	1	2	3	4	5	6	7	8	9	10
7) Uses a technique to close the sale <i>easier to find, affordable</i>	1	2	3	4	5	6	7	8	9	10
8) Reassures the customer and thanks them	1	2	3	4	5	6	7	8	9	10
9) Evidence of preparation; feature-benefit analysis	1	2	3	4	5	6	7	8	9	10
10) Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10

70
27
97

evidence of prep
1) Comparing regular school glue to crazy glue

TTL
SCORE: 97% ✓

PRODUCT PRESENTATION

STUDENT #:

Ronald Canacho

DATE:

02/14/11

Rated 1 thru 10

1) Uses appropriate approach	1	2	3	4	5	6	7	8	9	10
2) Ask good qualifying questions to determine customer's needs / wants <i>portable, pocket-size</i>	1	2	3	4	5	6	7	8	9	10
3) Demonstration of the product / service <i>stylish, customize inside & out</i>	1	2	3	4	5	6	7	8	9	10
4) Gets the customer involved in the demonstration	1	2	3	4	5	6	7	8	9	10
5) Continues to ask questions and seek agreement throughout the presentation	1	2	3	4	5	6	7	8	9	10
6) Effectively overcomes customer objections <i>a) use of a password to stop a thief from using</i>	1	2	3	4	5	6	7	8	9	10
7) Uses a technique to close the sale	1	2	3	4	5	6	7	8	9	10
8) Reassures the customer and thanks them	1	2	3	4	5	6	7	8	9	10
9) Evidence of preparation; feature-benefit analysis	1	2	3	4	5	6	7	8	9	10
10) Overall impression of the presentation	1	2	3	4	5	6	7	8	9	10

2) uses

Getaway - can customize to fit your
Photos

Surf Web

Password in .

90



✓ NG

PRODUCT PRESENTATION

STUDENT #: Betty DATE: 2/24/11

Rated 1 thru 10

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

→ Betty Summerson