

PRODUCT PRESENTATION

STUDENT #: Byron Castro
Shades

DATE: 2/17/11

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 <i>what is purpose? to look good, cool 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	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

7 32 36 16

TTL: 29
36
75

PRODUCT PRESENTATION

STUDENT #: Anita Babauta DATE: 2/17/11
Camera - Photography

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>took picture of classmates</i>	1	2	3	4	5	6	7	8	9	10
4) Gets the customer involved in the demonstration <i>→ & passed it around</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>none</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>Poster w/ Pictures & #2 below</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

36 60

1) Was:
project

TTL: 96

2) Good quality vs. Showed photos in camera vs. Thomas
 example of Thomas Camera - yellowed
 Same brand (his model is just older)

PRODUCT PRESENTATION

STUDENT #: Keakhani DATE: 2/21/11
(cupcakes)

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 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	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: 80

PRODUCT PRESENTATION

STUDENT #:

Calvin

DATE:

2/21/11

High Ref. Camera

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>none were given</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

90 ✓

PRODUCT PRESENTATION

STUDENT #:

Saiwe Liraachky
Flash Drives

DATE:

2/2/11

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 <i>passed around</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	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>use of Powerpoint</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

8 54 30

84
8
72

PRODUCT PRESENTATION

STUDENT #:

Thomas Castro
Sound Rock

DATE:

2/20/11

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

24 54 28

74
24
98

PRODUCT PRESENTATION

STUDENT #: Angelina Castro

DATE: 2/15/11

Popcorn

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>3 ppl called up (Brenda, Byron, Keblani) - showed</i>	1	2	3	4	5	6	7	8	9	10
5) Continues to ask questions and seek agreement throughout the presentation <i>economical - party favor (could use improvement)</i>	1	2	3	4	5	6	7	8	9	10
6) Effectively overcomes customer objections <i>I don't like it (overcame) - like how it looks</i>	1	2	3	4	5	6	7	8	9	10
7) Uses a technique to close the sale <i>cheap, easy to</i> <i>how many of u wud like to make popcorn @ home</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

could have asked more questions:

1) how many of u wud like a healthy alt. to

2) less calories?

3) less trans fat?

4) how many of u wud like to have a machine that cleans easy?

16 27 50
93
17
16
93
TOTAL
SCORE

PRODUCT PRESENTATION

STUDENT #: Jenna Castro
2nd period Make-up

DATE: 2/15/11

75
8
83

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 (<u>Calvin putting on lipstick</u>) <u>Calvin & Byron</u>	1	2	3	4	5	6	7	8	9	(10)
4) Gets the customer involved in the demonstration <u>Calvin & Byron</u>	1	2	3	4	5	6	7	8	(9)	10
5) Continues to ask questions and seek agreement throughout the presentation <u>who knows how to apply eye shadow</u>	1	2	3	4	5	6	7	8	(9)	10
6) Effectively overcomes customer objections <u>did it hurt?</u> <u>I don't like it, I don't know how</u>	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 <u>Map out your good features - hide flaws</u>	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: 83
90

- 1st step - wash face
- 2nd step - Toner
- 3rd step - foundation
- 4th step - eyeliner (don't share makeup)
- 5th step - eyeshadow

NYC 314B
 Petal

PRODUCT PRESENTATION

STUDENT #: Wynette Lake DATE: 2/15/11
2nd period - Krispie treats

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 like? make? easy? how	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 have them taste it (to get involved)	1	2	3	4	5	6	7	8	9	10
5) Continues to ask questions and seek agreement throughout the presentation yes, kept asking, bonding	1	2	3	4	5	6	7	8	9	10
6) Effectively overcomes customer objections no 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

Ingredients, Rice K., butter, marshmallows
 1st step: melt b & marsh
 2nd add Krispies
 3rd - mix & coat
 4th - put in pan, press (2 minutes)
 5th - cut & serve

8 18 70
 TTL: 95
3

PRODUCT PRESENTATION

STUDENT #: Shavonne DATE: 02/11/11
Painting nails

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>(Anita)</i> <i>yes - brought everyone in front</i>	1	2	3	4	5	6	7	8	9	10
5) Continues to ask questions and seek agreement throughout the presentation <i>many examples given (#, fashion,</i>	1	2	3	4	5	6	7	8	9	10
6) Effectively overcomes customer objections <i>no objections were given</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>photos of polish passed out, pricing of polish</i>	1	2	3	4	5	6	7	8	9	10
10) Overall impression of the presentation <i>fabulous presentation!</i> <i>just took a bit long :)</i>	1	2	3	4	5	6	7	8	9	10

TTL
SCORE: 93

PRODUCT PRESENTATION

STUDENT #: Brenda (cookies) DATE: 02/11/11

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>could have been more creative w/ demo</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>blendin? why shud I do this?</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
SCORE: 80 ✓