

AIJCA NATIONAL EDUCATIONAL CONTEST

Team Sales Evaluation

Team Name: _____ Age Division: JR INT SR

Part I–Team Organization:

- A. Participation of Entire Team
- B. Within Time Limit
- ORGANIZATION SUB-TOTAL*

Points Allowed	Points Awarded
10	
5	
15	

Use this space for comments:

Part II– Communication Skills:

- A. Ability to Communicate
- B. Voice/Presence
- COMMUNICATION SUB-TOTAL*

Points Allowed	Points Awarded
10	
5	
15	

Part III– Sales Presentation:

- A. Structure
- B. Knowledge of Material
- C. Salesmanship
- PRESENTATION SUB-TOTAL*

Points Allowed	Points Awarded
10	
5	
15	
30	

Part IV– Questions:

- A. Responses to Judges' Questions
- B. Interaction with Judges Throughout
- QUESTIONS SUB-TOTAL*

Points Allowed	Points Awarded
10	
10	
20	

Part V– Overall Effectiveness:

EFFECTIVENESS SUB-TOTAL

Points Allowed	Points Awarded
20	
20	

- ORGANIZATION SUB-TOTAL*
- COMMUNICATION SUB-TOTAL*
- PRESENTATION SUB-TOTAL*
- QUESTIONS SUB-TOTAL*
- EFFECTIVENESS SUB-TOTAL*

Points Allowed	Points Awarded
15	
15	
30	
20	
20	
100	

GRAND TOTAL:

Judges Initials: _____