

Global Bilingual Sales Competition 2019

Judging Sheet for Elevator Pitch

Judge #		Judge Name	
Competitor #		Competitor Name	

INSTRUCTIONS: RATE competitor from 1-10 with “10” being OUTSTANDING & “0” being the ABSENCE of the behaviors.

First Impressions	<input type="radio"/> 0 <input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3 <input type="radio"/> 4 <input type="radio"/> 5 <input type="radio"/> 6 <input type="radio"/> 7 <input type="radio"/> 8 <input type="radio"/> 9 <input type="radio"/> 10
<ul style="list-style-type: none"> • Professional appearance & introduction: confident & prepared 	
<ul style="list-style-type: none"> • Positive attitude, enthusiastic, natural & genuine 	
<ul style="list-style-type: none"> • Good eye contact & appropriate body movements 	
<ul style="list-style-type: none"> • Personal connection and attention grabber 	
Quality of Content	<input type="radio"/> 0 <input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3 <input type="radio"/> 4 <input type="radio"/> 5 <input type="radio"/> 6 <input type="radio"/> 7 <input type="radio"/> 8 <input type="radio"/> 9 <input type="radio"/> 10
<ul style="list-style-type: none"> • Well thought-out and prepared 	
<ul style="list-style-type: none"> • Illustrations and examples of competencies & skills 	
<ul style="list-style-type: none"> • Accomplishments with solid results 	
Delivery of Message	<input type="radio"/> 0 <input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3 <input type="radio"/> 4 <input type="radio"/> 5 <input type="radio"/> 6 <input type="radio"/> 7 <input type="radio"/> 8 <input type="radio"/> 9 <input type="radio"/> 10
<ul style="list-style-type: none"> • Adequate volume and speed, and logical flow of information 	
<ul style="list-style-type: none"> • Clear language and clarity in pronunciation 	
<ul style="list-style-type: none"> • Use of professional words but natural 	
<ul style="list-style-type: none"> • Proper use of time 	
Closing	<input type="radio"/> 0 <input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3 <input type="radio"/> 4 <input type="radio"/> 5 <input type="radio"/> 6 <input type="radio"/> 7 <input type="radio"/> 8 <input type="radio"/> 9 <input type="radio"/> 10
<ul style="list-style-type: none"> • A call to action and clear next step 	
<ul style="list-style-type: none"> • Assertive and confident to move forward 	
Feedback Session	<input type="radio"/> 0 <input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3 <input type="radio"/> 4 <input type="radio"/> 5 <input type="radio"/> 6 <input type="radio"/> 7 <input type="radio"/> 8 <input type="radio"/> 9 <input type="radio"/> 10
<ul style="list-style-type: none"> • Ability to connect personally 	
<ul style="list-style-type: none"> • Responsive and open to feedback 	
<ul style="list-style-type: none"> • Proper questioning and active listening skills – relevant and engaging conversation 	
TOTAL POINTS (Maximum 50) =	

PLEASE PROVIDE COMMENTS (Use back side if more space is needed)