

Stockmanship Sales Competition

Circle the points that indicate your evaluation of this entry. Scores of 9-10 are superior, 7-8 are slightly above average, 4-6 are average, and 1-3 are below average. Divisions: Beginner: 8-10. Junior: 11-13, Novice: 11-16, Intermediate: 14-16, Senior: 17-21.

Name: _____ Division: **BEGINNER JUNIOR NOVICE INTERMEDIATE SENIOR**

1. Content of Sales Pitch 1 2 3 4 5 6 7 8 9 10

Is there an effective introduction? Does the speaker cover all aspects of their sale? Is there an effective conclusion?

Comments:

2. Ability to Communicate 1 2 3 4 5 6 7 8 9 10

Is the language direct and informal? Is there a conversational approach? Is proper pronunciation and articulation present? Does the speaker's voice have appropriate volume and pitch? Is the delivery performed at a desirable level? Does the speaker maintain eye contact?

Comments:

3. Speaker Organization 1 2 3 4 5 6 7 8 9 10

Is there a fluid transition? Does the speaker take responsibility with the information?

Comments:

4. Total Effectiveness 1 2 3 4 5 6 7 8 9 10

Does the speaker convey confidence and poise? Does the speaker have a good personal appearance? Did the speaker keep the buyers interested? Is the sales material effective?

Comments:

5. Knowledge and Response to Questions 1 2 3 4 5 6 7 8 9 10

Is the speaker able to answer the questions asked? Do the responses indicate originality, familiarity with the subject and ability to think quickly? Do the answers to the questions help convince the buyer?

Comments:

Judge: _____

Time: _____

Total Score x2: _____