**Wholesalers in a Private Enterprise System**

**Develop a Sales Presentation Assignment #2 Rubric**

Student Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| CATEGORY |  | **20** |  | **15** |  | **10** | **5 or less** |  |
| **Comprehension** |  | Student is able to |  | Student is able to |  | Student is able to | Student is unable to |  |
|  |  | accurately answer |  | accurately answer |  | accurately answer a | accurately answer |  |
|  |  | almost all questions |  | most questions |  | few questions posed | questions posed by |  |
|  |  | posed by classmates |  | posed by classmates |  | by classmates about | classmates about |  |
|  |  | about the topic. |  | about the topic. |  | the topic. | the topic. |  |
|  |  |  |  |  |  |  |  |  |
| **Preparedness** |  | Student is |  | Student seems |  | The student is | Student does not |  |
|  |  | completely prepared |  | pretty prepared but |  | somewhat prepared, | seem at all prepared |  |
|  |  | and has obviously |  | might have needed a |  | but it is clear that | to present. |  |
|  |  | rehearsed. |  | couple more |  | rehearsal was |  |  |
|  |  |  |  | rehearsals. |  | lacking. |  |  |
|  |  |  |  |  |  |  |  |  |
| **Enthusiasm** |  | Facial expressions |  | Facial expressions |  | Facial expressions | Very little use of |  |
|  |  | and body language |  | and body language |  | and body language | facial expressions or |  |
|  |  | generate a strong |  | sometimes generate |  | are used to try to | body language. Did |  |
|  |  | interest and |  | a strong interest and |  | generate | not generate much |  |
|  |  | enthusiasm about |  | enthusiasm about |  | enthusiasm, but | interest in topic |  |
|  |  | the topic in others. |  | the topic in others. |  | seem somewhat | being presented. |  |
|  |  |  |  |  |  | faked. |  |  |
|  |  |  |  |  |  |  |  |  |
| **Speaks Clearly** |  | Speaks clearly and |  | Speaks clearly and |  | Speaks clearly and | Often mumbles or |  |
|  |  | distinctly all (100- |  | distinctly all (100- |  | distinctly most 94- | cannot be |  |
|  |  | 95%) the time, and |  | 95%) the time, but |  | 85%) of the time. | understood OR |  |
|  |  | mispronounces no |  | mispronounces one |  | Mispronounces no | mispronounces more |  |
|  |  | words. |  | word. |  | more than one word. | than one word. |  |
|  |  |  |  |  |  |  |  |  |
| **Posture and Eye** |  | Stands up straight, |  | Stands up straight |  | Sometimes stands | Slouches and/or |  |
| **Contact** |  | looks relaxed and |  | and establishes eye |  | up straight and | does not look at |  |
|  |  | confident. |  | contact with |  | establishes eye | people during the |  |
|  |  | Establishes eye |  | everyone in the |  | contact. | presentation |  |
|  |  | contact with |  | room during the |  |  |  |  |
|  |  | everyone in the |  | presentation. |  |  |  |  |
|  |  | room during the |  |  |  |  |  |  |
|  |  | presentation. |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |

**Total Score \_\_\_\_\_\_\_**

**Maximum 100 Points**