

33rd Annual Student Career Days
March 26 – 29, 2009
Cal Poly Pomona

SALES PRESENTATION

****Note: This event list has been updated for the 2009 event****

Description: The student (maximum of one individual per school) will be given a scenario on Friday during the event briefing. The student will have 10-15 minutes to make the sales presentation on Saturday during their assigned time-slot. The scenario will be available on the Student Career Days Web site one week prior to the event.

Time: 10-15 minutes; time-slots will be assigned during the event briefing on Friday using a lottery system

Limits: The sponsor reserves the right to limit the number of individuals that will compete due to time constraints. Schools will be entered into the lottery based on the date their registrations were received and paid for. (Registrations that are received late or have not been paid will be placed on a waiting list.)

JUDGING CRITERIA

Points: 100 possible points for the individual score; the individual score is doubled toward the team score for a total of 200 possible points.

Points will be assigned based on the following criteria:

1. Accomplish goals (60%)
2. Client sensitivity (10%)
3. Physical presentation (10%) – Appearance, body language, clarity of speech, confidence and enthusiasm
4. Preparation of the presentation (10%)
5. Control of unexpected situations (10%) – Students are encouraged to ad-lib within the company disciplines

Time will only be used as a tiebreaker.

Students are required to bring the following materials to the event: Two sharpened pencils with eraser, ink pen, calculator, and paper. Students are encouraged to use props to assist them in their presentation.

Sponsor is required to supply the following materials for the event:

- 40 copies of company information including history and scope of services available, role the student plays in the company, client profile including past history, company forms that might be required, a mounted site plan of the proposed project, and a portfolio showing the company's capabilities
- Stopwatches
- Sufficient number of judges and event monitors
- Any other items deemed necessary for this event