

2026 OCSC – Round 2 Role Play

Presentation & Handling Objections

Please rate the quality of the role play in each of the following areas on a scale of 1-10, with 1 being Needs Improvement, 5 being Average, and 10 being Outstanding.

I. Introduction and Rapport Building (Total Weight 5%)

1. Continue to build personal rapport Score _____
2. Briefly recap relevant details of the prior meeting Score _____
3. Briefly explain the plan for today's meeting Score _____

II. Presentation: (Total Weight 45%)

1. Seller walked prospect through recommended solution Score _____
2. The presentation was concise and easy to follow Score _____
3. The proposal was presented with enthusiasm and conviction Score _____
4. Buyer was given appropriate attention Score _____
5. The target customer was conveyed in the presentation Score _____
6. The seller incorporated unique selling points into creative messages Score _____
7. The seller used trial closes at appropriate times Score _____

III. Handling Objections: (Total Weight 45%)

1. Buyer was given adequate opportunity to voice objections Score _____
2. Seller clearly restated objections and clarified if necessary Score _____
3. Seller provided a relevant and effective response Score _____
4. Seller confirmed that the objection was satisfactorily addressed Score _____

IV. Planning Next Steps: (Total Weight 5%)

1. The seller proposed a concrete follow-up plan Score _____