

2026 OCSC – Round 3 Role Play

Negotiation & Obtaining Commitment

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: (Total Weight 5%)

- | | |
|---|-------------|
| 1. Professional introduction | Score _____ |
| 2. Briefly recapped relevant details of the prior meeting | Score _____ |
| 3. Seller made it clear they would be asking for the business today | Score _____ |

II. Negotiation: (Total Weight 45%)

- | | |
|--|-------------|
| 1. Appeared prepared to negotiate | Score _____ |
| 2. Seller was clearly familiar with the product line | Score _____ |
| 3. Seller emphasized the solution's Value | Score _____ |
| 4. Seller had positive, helpful demeanor verbally | Score _____ |
| 5. Seller used appropriate non-verbal communication | Score _____ |
| 6. Seller used flexibility and creativity in the process | Score _____ |
| 7. Seller address any roadblocks encountered | Score _____ |

III. Handling Objections: (Total Weight 40%)

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

IV. Obtaining Commitment: (Total Weight 10%)

- | | |
|---|-------------|
| 1. The seller summarized the negotiated terms | Score _____ |
| 2. The seller effectively closed the sale | Score _____ |