

## 2023 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 with the buyer that the objection was satisfactorily addressed      Score \_\_\_\_\_

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

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