

2023 OCSC – Round 3 Role Play

Negotiation & Closing

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 _____