



NORTH DAKOTA

ND FFA TEAM AGRICULTURAL SALES PRESENTATION SCORE SHEET

E = EXCELLENT
G = GOOD
A = AVERAGE
N = NEEDS IMPROVEMENT

Chapter Name		School	
JUDGING CRITERIA		POINTS ALLOWED	POINTS EARNED
TEAMWORK EVALUATION (25%)		E – 45-50 pts. G – 40-44 pts. A – 33-39 pts. N – 27-32 pts. 50 pts.	
Leadership roles easily perceived			
Participation by each member of the team			
Members demonstrated effective listening and communication skills			
ANALYSIS OF THE INFORMATION (20%)		E – 36-40 pts. G – 32-35 pts. A – 26-31 pts. N – 22-25 pts. 40 pts.	
Clearly identify the product features and the market for that product			
Provided information and data is analyzed and utilized			
Demonstrate the use of basic sales skills			
QUALITY OF THE TEAM'S SOLUTION (35%)		E – 60-70pts. G – 50-59 pts. A – 40-49pts. N – 30-39pts 70 pts.	
Identify sales goal for each customer and or market segment			
Identify the key benefits of the product			
Identify potential customer objections and develop strategies to address them			
Possible solutions are discussed and analyzed			
Justify decisions			
PRESENTATION (10%)		E – 16-20 pts. G – 11-15 pts. A – 6-10 pts. N – 0-5 pts. 20 pts.	
Presents team's solution			
Overall delivery professional and well thought out			
Presentation is clear and effective			
QUESTIONS ARE TAKEN FROM:(10%)		E – 16-20 pts. G – 11-15 pts. A – 6-10 pts. N – 0-5 pts. 20 pts.	
Teamwork evaluation			
Analysis of the information			
Presentation			
TOTAL SCORE		200 pts	
TIME			