



School Name:

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Time of the meeting:

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Judge's Name:

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1) Team synthesizes information to provide a clear goal, objective, implications, and recommendations

Yes No

2) Team assures the CFO, Jamie Cooper, that they understands his needs

Yes No

3) Team clearly communicates an overview of their plan and chief value proposition

Yes No

4) Was the overall presentation impressive?

Yes No

5) Uncovered the CFO and his executive team's concerns or objections through active questioning

Yes No

6) Team secured commitment for next follow up communication with decision maker(s)

Yes No

7) How would you rate the quality of the proposal for SAP supply chain solutions?

Very Good (2.2%) Good (13.5%) Neutral (68.4%) Bad (13.5%) Very Bad (2.2%)

8) Team adjusted communication to judges' verbal or nonverbal actions

Very Good (2.2%) Good (13.5%) Neutral (68.4%) Bad (13.5%) Very Bad (2.2%)

9) Were all team members clear and convincing?

Very Good (2.2%) Good (13.5%) Neutral (68.4%) Bad (13.5%) Very Bad (2.2%)

10) Addresses judges' objections and questions

Very Good (2.2%) Good (13.5%) Neutral (68.4%) Bad (13.5%) Very Bad (2.2%)