

2020 Baja SAE – Sales Presentation Scoresheet

Admin:
Score Entered?
Adjusted?

University:	Car #:
Judge's Name:	Room #:

Scores must be assigned any number or fraction (in 0.5 point increments) between 0 and the **maximum points available for that category**.

0% (of the possible points) = inadequate or no attempt
25% = attempted but below expectation
50% = average or expected

75% = above average but not perfect
100% = excellent, perfectly meets intent

Presentation Content

_____/ 20 points

Was there appropriate coverage of the concept's impact on technical, research & development, manufacturing, supply chain, finance, marketing, human resources, and sales concepts in the team's proposed solution? Were all aspects of the business integrated as part of an overall strategy?

Comments - strengths and area of improvement:

Presentation Organization and Effectiveness of Visual Aids

_____/ 10 points

Were the team's thoughts presented in a logical order of progress? Were the transitions from thought to thought clear and concise? Were distinct introduction and overviews as well as summary and conclusions given? Were visual aids used or clear visual references made to the car? Were the illustrations visible for all the audience?

Comments - strengths and area of improvement:

Speaker Delivery

_____/ 10 points

Did the presenter(s) speak in a clear voice? Did they show enthusiasm and promote confidence in the presentation? Did they maintain eye contact? Were you convinced that they believed in what they were pitching?

Comments - strengths and area of improvement:

Responses to Judge's Questions

_____/ 10 points

Did the presenter(s) answers illustrate that they fully understood the questions? Did they create a feeling of complete confidence in their response to the questions? Did they readily accept the validity of the judges' question? Did they appear to be prepared for questions?

Comments - strengths and area of improvement:

Total Presentation Points

_____/ 50 points

