

# Gartner University Games scorecard

Judge name:
Candidate name:

Room number:
Time:

Judging criteria	0-5 points per criteria
<b>Approach:</b>	<b>/5</b>
Professional introduction	
Gains prospect's attention	
Effectively builds rapport	
Confirms agenda and meeting purpose	
Smoothly transitions into needs identification	
<b>Needs identification:</b>	<b>/5</b>
Uncovers corporate objectives and scales	
Uncovers decision process	
Effectively determines relevant facts	
Effectively uncovers needs of buyer	
Uses open, probing and confirming questions throughout	
<b>Solutions/proposal:</b>	<b>/5</b>
Presents a proposal based upon needs of buyer	
Effectively positions Gartner services	
Effectively uses trial closes	
<b>Overcoming objections:</b>	<b>/5</b>
Initially gains better understanding of objections	
Effectively answers the objection	
Confirms that the objection is no longer a concern of the buyer	
<b>Close:</b>	<b>/5</b>
Persuasively presents a reason to take next call	
Asks for business or appropriate commitment from buyer	
<b>Communication skills:</b>	<b>/5</b>
Has effective verbal communication skills	
Displays appropriate nonverbal communication	
Uses clear, concise and professional verbiage	
<b>Total points:</b>	<b>/30</b>

## Judge's observations/feedback

Approach:

Needs identification:

Solutions/proposal:

Overcoming objections:

Close:

Communication skills: