

Assessment and Feedback

Presentation	Actual Score	Maximum Score
Preparation		5
Presentation/Tools Ready		5
Tone Of Voice		5
Rapport Building (Identifying Styles)		5
Trust Building (Client Seeking Guidance)		5
Agenda Setting		5
Using EXAMINE Questioning Process		5
Asking Challenging Questions		5
Clarifying A Clear ROI case		5
Understanding Barriers		5
Identifying Decision Makers And Process		5
Clarifying Budgets		5
Clarifying Timelines And Expectations		5
Paraphrasing For Clarity		5
Dealing With Objections Effectively		5
Agreeing Next Steps And Actions		5
Total Score		80