



2016 Sales Management Case Competition

Judge Name:

Team Name:

Analysis:	Possible Points	Points Earned
Identification and explanation of issues	10	
Depth of Analysis	10	
Total	20	

Recommendations:	Possible Points	Points Earned
Depth of Recommendations	20	
Implementation Feasibility	10	
Clear Support for Recommendations	20	
Creativity of Recommendations	10	
Total	60	

Presentation:	Possible Points	Points Earned
Quality of Presentation (Slide Clarity, Flow and Organization, Communication style)	10	
Q & A Performance	10	
Total	20	

Total Score:

100	
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Comments: