



# Management Reporting Demo Scorecard

Partner:	Solution:		
Place a score (1-10) in the appropriate box. 1-5 = Below Standard 6-7 = Needs Improvement 8-9 = Meets Expectations 10 = Exceeds Expectation Add up the total at the bottom to get the final score Divide total number by 11 to get final score. Note: Passing score is 8.0	1st Line Manager Score (1-10)	2nd Line Manager Score (1-10)	Field Readiness Score (1-10)
<b>Articulate Value and Differentiation</b>			
Prepares a smooth demo environment & Eloquently narrates demonstration & presentation			
Demonstrates knowledge of relevant Defensible Differentiators	#DIV/0!	#DIV/0!	#DIV/0!
Permissions			
Data Input			
Data, Commentary, Variance Analysis			
Collaboration			
Linking			
Audit Trail			
Shares customer/ prospect/ industry stories and challenges			
Handles objections and competition effectively			
Conveys solution value			
<b>Selling Skills</b>			
Uses the Mantra to recap conversation			
Engages to solicit client's participation and confirm findings			
Tailors discussion to the value drivers and confirms client's goals			
<b>Meeting Management</b>			
Manages time to allow for a proper intro, closing to the meeting & Respects time offered by the client			
Is prepared and confident			
Total (add up each column to get the "Total" number and divide by 10)	#DIV/0!	#DIV/0!	#DIV/0!
Final Score:	#DIV/0!	#DIV/0!	#DIV/0!
Comments:			