

ICSC Speed Selling Competition

Competitor:	Round #	Company:
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For EVERY item below, circle ONE number on EACH line. Speeches are 90 seconds max.

Items	Student's Scores										
Speech Content											
Name, Major, Graduation Date, Gave a Business Card	0	1	2	3	4	5					
Opening was ATTENTION-GETTING and MEMORABLE	0	1	2	3	4	5	6	7	8	9	10
Demonstrated RESEARCHED KNOWLEDGE of your company	0	1	2	3	4	5	6	7	8	9	10
Spoke about important CHARACTERISTICS/ QUALITIES of a new sales hire based on your job description or info you shared	0	1	2	3	4	5	6	7	8	9	10
Made a CLEAR CONNECTION between your job description and the experience and/or skills of this candidate	0	1	2	3	4	5	6	7	8	9	10
Clearly states how they can ADD VALUE to your organization (not just listing qualities)	0	1	2	3	4	5	6	7	8	9	10
Effective "CALL TO ACTION" to proceed to a specific next step in the hiring process (not passive or vague)	0	1	2	3	4	5					
Delivery											
A flowing discussion, not scripted or mechanical	0	1	2	3	4	5					
Appropriate eye contact and positive body language	0	1	2	3	4	5					
Spoke clearly at a tempo neither too rushed nor too slow	0	1	2	3	4	5					
Communicated confidence	0	1	2	3	4	5					
Correct pronunciation and grammar	0	1	2	3	4	5	6	7	8	9	10
No filler words such as "ums," "likes," "you knows," "actually," etc.	0	1	2	3	4	5	6	7	8	9	10