

GROUP PERFORMING:

GROUP EVALUATING:

EVALUATION: Evaluate these points from 0 to 2

- 1- Be charming and act honestly.
- 2- Be confident about your product.
- 3- Communicate enthusiasm.
- 4- Straight to the heart: Mankind is governed more by their feelings than by reason.
- 5- Don't sell the feature, sell the benefit.
- 6- Explain yourself correctly and clearly.
- 7- Be succinct.

	0	1	2
CHARMING/HONEST			
CONFIDENT			
ENTHUSIASTIC			
STRAIGHT TO THE HEART			
SELL THE BENEFIT			
CORRECT EXPLANATIONS			
BE SUCCINCT			

COMMENTS:

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