

**SBE State CDC Presentation Guidelines**

**Presentation Guidelines**

Each SBE will make a best practice presentation on the topic of **Product/Service Management**

* The project consists of an oral presentation
* Each SBE team will be composed of one to two members. All participants must present the project to the judge.
* Only approved visual aids may be used during the presentation.
* The judges will evaluate the presentation, focusing on the effectiveness of public speaking, how well the participants address the performance indicators listed
* The participants will present the project to the judges in a 10-minute presentation worth 100 points.
* Each participant must take part in the presentation.
* Each participant may bring note cards pertaining to the project and use them as reference during the presentation.

**Awards**

The top 9 teams will be recognized during the Awards Session and receive a medallion. The Top 3 teams will receive a trophy.

**SBE State CDC Presentation Guidelines**

**The following should be used when planning the presentation:**

* Identify components of a retail image.
* Choose vendors.
* Plan merchandise assortment (e.g. styling, sizes, quantities, colors).
* Determine stock turnover.
* Plan reductions (e.g. anticipated markdowns, employee/other discounts, stock shortages).

**SBE**

**JUDGES RATING SHEET**

**COMPETITOR NAME (S): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**COMPETITOR SCHOOL: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Competition Topic: Product/Service Management**

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| --- | --- | --- | --- | --- | --- |
| **Did the participant (s)** | **Little/No Value** | **Below Expectations** | **Meets Expectations** | **Exceeds Expectations** | **Judged Score** |
| **PERFORMANCE INDICATORS** |  |  |  |  |  |
| Identify components of a retail image | **0-1-2-3-4-5** | **6-7-8-9-10** | **11-12-13-14-15** | **16-17-18-19-20** |  |
| Plan merchandise assortment (e.g. styling, sizes, quantities, colors). | **0-1-2-3-4-5** | **6-7-8-9-10** | **11-12-13-14-15** | **16-17-18-19-20** |  |
| Determine stock turnover. | **0-1-2-3-4-5** | **6-7-8-9-10** | **11-12-13-14-15** | **16-17-18-19-20** |  |
| Plan reductions (e.g. anticipated markdowns, employee/other discounts, stock shortages). | **0-1-2-3-4-5** | **6-7-8-9-10** | **11-12-13-14-15** | **16-17-18-19-20** |  |
| Use visuals that are appropriate and enhance the presentation? | **0-1** | **2** | **3-4** | **5** |  |
| Communicate clearly? | **0-1** | **2** | **3-4** | **5** |  |
| Overall impression of student (s) skill and performance | **0-1-2** | **3-4-5** | **6-7-8** | **9-10** |  |

|  |  |
| --- | --- |
| **Total Score** | \_\_\_\_/100 |

*Please include additional comments on the back of this rating sheet, if desired.*