

TSR PHASE IV

EVALUATION FORM

REPRESENTATIVE:

CLASS DATE:

CLUSTER:

TERRITORY:

Draft Prepared By:

Submitted By:

PHASE IV ACHIEVEMENT SCORES

Reference tables I and II for each of the categories listed below

SKILL CATEGORY	RM SCORE	DM SCORE	ARM SCORE	AVERAGE SCORE	WEIGHTING (Multiply by)	WEIGHTED SCORE
1. 1st Video Role Play					x6	=
2. 2nd Video Role Play					x6	=
3. Phase IV Impact*					x3	=
4. Elective Topic Presentation					x3	=
5. Territory Management					x3.5	=
6. Exam Score Category**					x3.5	=

REPRESENTATIVE'S TOTAL SCORE

Minimum Successful Score is 75.

***Phase IV Impact Behaviors to Evaluate:**

Participation in Phase IV, Constructive Feedback to Peers, Leadership, Integrity, Interpersonal Credibility, etc...

****Exam: Passing is 80%. To determine evaluation score refer to Table II.**

TABLE I. EVALUATION FOR SKILL CATEGORIES 1, 2, 3, 4, AND 5:

1	1.5	2	2.5	3	3.5	4	4.5	5
Unacceptable		Needs Improvement		Successful		Outstanding		Exceptional

TABLE II. EVALUATION SCORE FOR EXAM RESULTS IN CATEGORY 6:

1	2	3	4	5
0-69%	70-79%	80-89%	90-94%	95-100%

WEIGHTED TOTAL SCORE RANKING

0-49	50-74	75-94	95-109	110-125
Unacceptable	Needs Improvement	Successful	Outstanding	Exceptional

COMMENTS:

RECOMMENDATIONS:

Driving Performance Through Effective Territory Management (SAS) Presentation:

Assigned Topic Presentation:

Sales Call Presentations:

Participation/Impact:

Recommendations for Development:

Additional Feedback on Phase IV Performance:
