

Specialty Markets 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	SD SCORE	DM SCORE	ASD SCORE	AVERAGE SCORE	WEIGHTING (Multiply by)	WEIGHTED SCORE
1. 1st Video Role Play					x6.5	
2. 2nd Video Role Play					x6.5	
3. Territory Management					x4.0	
4. Phase IV Impact*					x4.0	
5. Exam Score Category**					x4.0	

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:

Business Presentation:

Sales Call Presentations:

Participation/Impact:

Recommendations for Improvement:

Additional Feedback on Phase IV Performance:
