

**Selling with the Bulls  
Networking Rubric**

	Group Number	
	Participant Name	Judge
	Participant Number	

**NETWORKING RUBRIC**

<b>Contact Research</b>		0 1 2 3 4 5 6 7 8 9 10
	Demonstrated that conducted research on contact prior to meeting	11 12 13 14 15 16 17 18 19 20 21 22 23 24 25

<b>Company Research</b>		0 1 2 3 4 5 6 7 8 9 10
	Demonstrated that conducted research on company prior to meeting	11 12 13 14 15 16 17 18 19 20 21 22 23 24 25

<b>Communication</b>	Professional introduction, attention, rapport, verbiage (clear, concise, professional)	0 1 2 3 4 5 6 7 8 9 10
	Effective verbal skills (active listening, clarified, probed)	11 12 13 14 15 16 17 18 19 20
	Patient and respectful with others	21 22 23 24 25
	Explains mutual benefit in enhancing network for both seller and prospect	

<b>Close / Secure Commitment</b>	Persuasive in presenting a reason to commit	0 1 2 3 4 5 6 7 8 9 10
	Asked for appropriate commitment from the contact, given the nature of meeting	11 12 13 14 15 16 17 18 19 20 21 22 23 24 25

**TOTAL SCORE**