

Observation sheet for “Sell it!” task

Award a point to the participant for the given characteristic by circling the point for the given behaviour if observed! When finished add the points per area of competence.

name																
Observable behaviour																
Adaptability-flexibility																
Is flexible in the use of arguments, adapting to the other person's line of thought	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
The dialogue is well-balanced, both parties speak roughly equal amounts	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
The positive and negative attributes of the goods are balanced in the dialogue	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
There was no need to intervene with further questions	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Total:																
Business awareness																
Formulates questions with the aim of knowing more about weak points	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Tries to decrease price by price/value arguments	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Uses an argument that points to a “weak point”	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Uses two-sided argumentation (emphasises strengths, then weaknesses and provides counter-arguments for weaknesses)	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Total:																