

NISC Judges Instructions

Quick Reference – Dates/Times/Deliverables

- 1. Attend training Friday, 11/10 – See Agenda for schedule**
 - Student and Judges Combined Training (MAC Gym)
 - Judges Competition Overview (AIC Building)

- 2. When Judging Roleplay Competition Rounds:**
 - Arrive in your assigned competition room 15 minutes early
 - Stay for the entire round to judge all students competing in your room
 - Complete judging form while student is competing or right after
 - After student competes, provide brief feedback (no more than 2 minutes of combined judges feedback)
 - No feedback during final round
 - At end of round, rank students as a group before leaving and provide the ranking to the room facilitator

- 3. Career Fair/Networking with Sponsors – See Agenda for Schedule**
 - Friday 11/10 – On campus Career Fair/Networking
 - Friday 11/10 – Offsite Networking event
 - Saturday 11/11 – On campus Career Fair /Networking

- 4. Social Media Competition (11/10 – 11/11)**
 - Use **#NISC_Bryant** on Twitter and LinkedIn
 - We are looking for engaging posts and pics about the competition
 - a) Best Employer Advice
 - b) Best Group Photo
 - c) Best Business Selfie
 - d) Best Overall Social Media

- 5. Awards/Closing (Saturday, 11/11 - See agenda for schedule)**
 - Closing remarks
 - Awards for Role Play and Speed Sell competition are recognized and announced
 - Social media competition winners announced
 - Raffle drawn for all faculty, students, and sponsors who respond to our survey. (You must be present to win.)

6. Additional Information for Judging Assignments

- Competition schedule with your room assignment/times will be sent closer to the competition date

7. View the Full Competition Agenda on the NISC Website

- <https://nisc.bryant.edu/agenda/>

8. Case Study

- The Case study will be made available to you closer to the competition date
- Review the case study prior to the event

Expectations and Judging Guidelines

*We appreciate your time and valuable feedback to students.
Your expertise and guidance accelerate student learning.*

How the competition works: Elimination

The sales competition is an elimination style tournament. In the first round, the top three competitors from each competition room advance to semifinals (60 students). The top two competitors from each quarterfinal room advance to the Semifinals (20 students) and the top competitor from each Semifinals room (6 students) advance to the final competition round. The final round is streamed live in the AIC Forum and all students, coaches and sponsors may view the top six competitors try to close the deal!

Role Play Round One, Semifinals & Finals

Please arrive at your judging competition room 15 minutes before the round begins. You will be in a meeting room with student competitors as they execute their sales meeting with a Buyer. Please use the Competition Score sheet to reference the performance categories and point ranges to be evaluated during each student's roleplay. This sheet is known as the **Rubric** which is a grading guide that makes explicit the criteria for judging the sales competition. We ask that you also provide quick verbal feedback to the competitor after they complete the sales meeting. Combined judges' feedback for the competitor should not exceed the allotted time referenced below per round.

At the end of each sales meeting, please submit your google docs scoring sheet electronically. We suggest you take a picture/screenshot of each scoring sheet in case there are any questions, and we need to get back to your original sheet. **Rank the student competitors in your competition room.** Before you leave the room, you and your fellow judges must provide a consensus ranking system of the competitors you saw in the room. (Round 1 = 1st, 2nd, 3rd place; Semifinals = 1st place; Finals = 1st- 6th place). Be sure to give this ranking to the competition room facilitator. The ranking will allow us to make sure there are no data entry issues on the google docs scoring sheets.

Combined Judges Feedback

Round 1 – 2 minutes of feedback

Semifinals - 1 minute of feedback

Finals – No feedback! (The final round is streamed live in the AIC Forum.)

Judging Criteria and Feedback

We ask that you provide thoughtful feedback on the judging sheets, as our student competitors will use this to improve their selling skills. In the first two rounds, you will also provide verbal feedback to students. **Please keep combined judges' feedback within the allotted time for each round so we may stay on schedule.**

Each competition round has a list of needs/pain points and objections the seller should uncover and overcome. Students should demonstrate the ability to uncover needs from the buyer and provide business value. The case is high-level, and students are not expected to get into minutia details.

In Summary

The scores you give to student competitors in your competition room determine who moves on in the competition and who is eliminated. Your scores are based on the Rubric judging criteria. Each category has a different range of numbers depending on the weight of the category. Be sure to follow the Rubric while you are scoring each student, filling out the google docs judging sheet and ranking the students that competed in your competition room.

NISC 2023 Winners

NISC 2023 Champion and runners up are announced at the closing ceremony on day two.

Questions?

Contact Kathy Stickel: kstickel@bryant.edu