

## Training Evaluation for Trainees

Title of Training: **Sales Training**

Date: **March 12, 2025**

Name of Trainee: **Jessa M. Espedido**

Facilitator: **Marcos Manalo**

*Instruction: Please put a ✓ on the box for your rating.*

TOPIC: TASK OF TSR	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts					✓
Retention of Information					✓
Contribution to Discussion					✓
Participation in SLEs					✓
Receptive to Feedback					✓
Assessment Score					✓

TOPIC: HOSPITAL TYPES AND CATEGORIES	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts					✓
Retention of Information					✓
Contribution to Discussion					✓
Participation in SLEs					✓
Receptive to Feedback					✓
Assessment Score					✓

TOPIC: ECAFP PREPARATION AND UNDERSTANDING	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts					✓
Retention of Information					✓
Contribution to Discussion					✓
Participation in SLEs					✓
Receptive to Feedback					✓
Assessment Score					✓

TOPIC: PROCUREMENT ORGANIZATION	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts			✓		
Retention of Information			✓		
Contribution to Discussion			✓		
Participation in SLEs			✓		
Receptive to Feedback			✓		
Assessment Score			✓		



## Training Evaluation for Trainees

TOPIC: NFCC COMPUTATION	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts			✓		
Retention of Information			✓		
Contribution to Discussion			✓		
Participation in SLEs			✓		
Receptive to Feedback			✓		
Assessment Score			✓		

TOPIC: HOW TO PREPARE BID DOCS	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts			✓		
Retention of Information			✓		
Contribution to Discussion			✓		
Participation in SLEs			✓		
Receptive to Feedback			✓		
Assessment Score			✓		

TOPIC: TAX COMPUTATION ON SITE	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts			✓		
Retention of Information			✓		
Contribution to Discussion			✓		
Participation in SLEs			✓		
Receptive to Feedback			✓		
Assessment Score			✓		

TOPIC: PROCUREMENT AND DISBURSEMENT	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts			✓		
Retention of Information			✓		
Contribution to Discussion			✓		
Participation in SLEs			✓		
Receptive to Feedback			✓		
Assessment Score			✓		

TOPIC: CUSTOMER BUYING PROCESS AND PCC STRATEGIES	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts			✓		
Retention of Information			✓		



## Training Evaluation for Trainees

Contribution to Discussion			✓		
Participation in SLEs			✓		
Receptive to Feedback			✓		
Assessment Score			✓		

TOPIC: CLIENT AND PRODUCT MASTERLIST	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts			✓		
Retention of Information			✓		
Contribution to Discussion			✓		
Participation in SLEs			✓		
Receptive to Feedback			✓		
Assessment Score			✓		

TOPIC: SPIN	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts				✓	
Retention of Information				✓	
Contribution to Discussion				✓	
Participation in SLEs				✓	
Receptive to Feedback				✓	
Assessment Score				✓	

TOPIC: PRICE AND MARGIN	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts					✓
Retention of Information					✓
Contribution to Discussion					✓
Participation in SLEs					✓
Receptive to Feedback					✓
Assessment Score					✓

TOPIC: PRESENTATION AND SPIEL	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts			✓		
Retention of Information			✓		
Contribution to Discussion			✓		
Participation in SLEs			✓		
Receptive to Feedback			✓		
Assessment Score			✓		



## Training Evaluation for Trainees

TOPIC: BUNDLE, PROMO AND COST OF MONEY	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts			✓		
Retention of Information			✓		
Contribution to Discussion			✓		
Participation in SLEs			✓		
Receptive to Feedback			✓		
Assessment Score			✓		

TOPIC: HANDLING OBJECTIONS	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts				✓	
Retention of Information				✓	
Contribution to Discussion				✓	
Participation in SLEs				✓	
Receptive to Feedback				✓	
Assessment Score				✓	

TOPIC: ADAPTATION OF PCC SALES TOOLS	UNSATISFACTORY	NEEDS IMPROVEMENT	SATISFACTORY	VERY SATISFACTORY	OUTSTANDING
Understanding of Key Concepts			✓		
Retention of Information			✓		
Contribution to Discussion			✓		
Participation in SLEs			✓		
Receptive to Feedback			✓		
Assessment Score			✓		