



## 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.*

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

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

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

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



## Training Evaluation for Trainees

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

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

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

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

<b>TOPIC: CUSTOMER BUYING PROCESS AND PCC STRATEGIES</b>	<b>UNSATISFACTORY</b>	<b>NEEDS IMPROVEMENT</b>	<b>SATISFACTORY</b>	<b>VERY SATISFACTORY</b>	<b>OUTSTANDING</b>
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: <b>BUNDLE, PROMO AND COST OF MONEY</b>	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: <b>HANDLING OBJECTIONS</b>	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: <b>ADAPTATION OF PCC SALES TOOLS</b>	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			✓		