



## Training Evaluation for Trainees

Title of Training: **Sales Training**

Date: **March 12, 2025**

Name of Trainee: **Anderson S. Bayani**

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				✓	



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

<b>TOPIC: CLIENT AND PRODUCT MASTERLIST</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: SPIN</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: PRICE AND MARGIN</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: PRESENTATION AND SPIEL</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				✓	



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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				✓	