oral Proposal planner

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| Oral Proposal Planner | | | |
| Proposal Name |  | Allotted Time |  |
| Presenter Name |  | | |

| Evaluation Criteria for this Topic | |
| --- | --- |
| Reference | Evaluation Criteria |
|  |  |
|  |  |
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| Strategy for This Topic | |
| --- | --- |
| Emphasize | By |
|  |  |
|  |  |
| Mitigate | By |
|  |  |
|  |  |
| Ghost the Competition | By |
|  |  |
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| Develop Your Introduction |
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| Open to gain attention |
|  |
| State the requirement and customer need |
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| Summarize your offering with key features and benefits to the customer |
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| Preview your points |
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| Use the Triple-S Formula (State, Support, Summarize) |
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| Point 1 |
| State |
|  |
| Support (include risk discussions, relevant experience, and past performance as appropriate) |
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|  |
|  |
| Summarize |
|  |
| Point 2 |
| State |
|  |
| Support (include risk discussions, relevant experience, and past performance as appropriate) |
|  |
|  |
|  |
| Summarize |
|  |
| Point 3 |
| State |
|  |
| Support (include risk discussions, relevant experience, and past performance as appropriate) |
|  |
|  |
|  |
| Summarize |
|  |

| Develop Your Conclusion | |
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| Review your points | |
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| Restate the requirement and customer need | |
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| Restate the benefits to the customer |
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| Close with power | |
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