

Storyboard

Scene 1 Time: 00:00:00



Role-play begins. Contestant greets buyer and establishes rapport.

Scene 2 Time: 00:02:00



Corporate judges observe contestants through live broadcasts.

Scene 3 Time: 00:05:00



Contestant begins identifying the buyer's needs and overcomes any objections.

Scene 4 Time: 00:07:30



Meanwhile, contestants and corporate sponsors network at the Career Fair.

Scene 5 Time: 00:10:00



Contestant makes a key contact with a corporate sponsor.

Scene 6 Time: 00:11:20



Back in the office, a contestant demonstrates the product.

Scene 7 Time: 00:18:00



Corporate sponsors watch live role-plays and scout for future sales professionals.

Scene 8 Time: 00:19:59



The deal is closed, and the contestant and buyer shake hands.

Scene 9 Time: 02:49:00



Later, contestants, professors and sponsors celebrate at awards banquet.

