



CustomerGolf

Skills Evaluation Sheet

Legend:

E = Excellent

A = Acceptable

N = Needs Improvement

Student Name _____

Golf Skills: (Assessment - course & classroom)

- **Mechanical Skills.**

Grip			
Stance			
Swing			
Club selection			

- **Mental Skills.**

Pre-shot routine			
Comfort on Course			
Shot selection			
Visualization			

Game Skills: (Assessment – classroom)

- **Rules of Golf & Etiquette.**

Rules Knowledge			
Use of USGA Rules Manual			
Golf Etiquette			
CustomerGolf Etiquette			

- **Kinds of Games.**

Scramble			
Individual Play			
Best Ball			
Medal Play			
Match Play			

- Wagering.

Nassau			
Skins			
Nine Point			
Scotch			
Wolf			

Relationship Skills (Assessment - course & classroom)

- First Tee.

Knowledge of Customer Goals			
Effective “set-up” of environment			

- Playing the Game

Focus on Customer			
Implementation of Game Skills			
Implementation of Relationship Skills			
Knowledge of Customer Goals			
Positive impact on Customer attainment of goals			

Sales Process Implementation:

Knowledge of Sales Process			
Knowledge of CustomerGolf role in Sales Process			
Accounts Targeted with Plan			