



Round 1: Leadership Presence & Executive Engagement

Thursday · 5:00 – 8:00 PM

Reception & Opening Session

100 total points

Judges observe discreetly

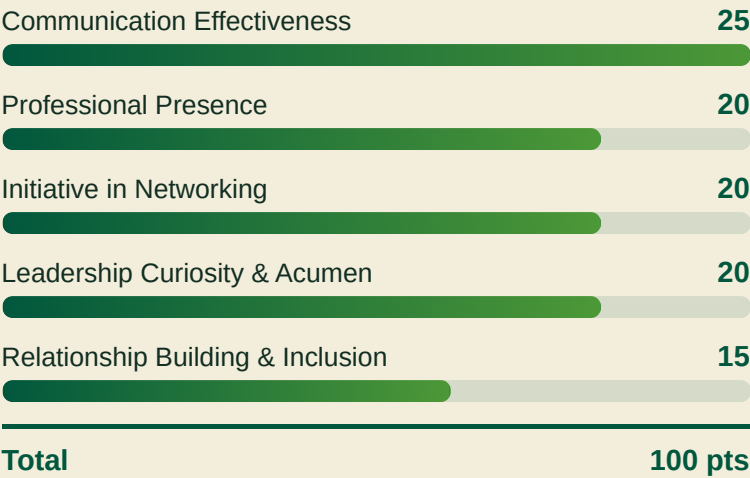
What you're actually being scored on

Round 1 **isn't** graded on random networking outcomes like how many executives you meet. Judges are watching for the behaviors a **newly promoted, first-line sales manager** shows the first time they walk into a kickoff, leadership meeting, or executive summit. Play the part — the whole reception is the assessment.

What judges are watching for

- Building genuine professional relationships
- Engaging senior leaders appropriately
- Representing yourself and your school well
- Demonstrating executive presence
- Communicating effectively in informal settings
- Showing curiosity and leadership maturity
- Creating a strong first impression

How the 100 points break down



The judge's checklist

Ten simple things judges are quietly checking off during the reception — hit as many as you can, naturally.

- ✓ Introduced self professionally
 - ✓ Demonstrated confidence
 - ✓ Asked thoughtful questions
 - ✓ Engaged multiple stakeholder groups
 - ✓ Listened actively
- ✓ Demonstrated leadership maturity
 - ✓ Represented school professionally
 - ✓ Built positive relationships
 - ✓ Displayed executive presence
 - ✓ Contributed positively to the room

This is the exact moment a real sales manager faces at their first kickoff or leadership summit — treat every conversation, peer or executive, like it counts.

Have fun. Lead the room.