

Co-Production Paper

Over the semester, I have given my best effort to not only do what is required of me but fully immerse myself in learning about the selling process. I believe that I deserve a 48 out of 50 for course participation and this is why:

*Professionalism:* I have been committed to being professional during and outside of class through the following ways:

- I have physically attended class every day. I have never missed a Sales class. Who would want to? However, I have been a few minutes late once or twice, which is why I have not given myself a perfect score.
- I am mentally engaged in the lectures during class and in the subject matter outside of class. I have, however, checked my e-mail/phone before. While I hardly ever do this, I felt it appropriate to deduct a point from my score.
- I am respectful to others in the classroom, including guests, peers, and the professor. I am open to other's ideas and try my best to communicate my opinions in a professional and appropriate manner. I also refrain from distracting those around me during class.

*Preparation:* I have effectively prepared for every class period through the following methods:

- I have completed almost all of the readings in order to prepare for class discussion.
- Through developing my own thoughts, opinions, and questions about the readings or lectures, I come to class prepared to participate in discussions.
- I have completed all of the assignments to the best of my ability by committing the needed time and effort to the task. For instance, I practiced my Griffin Hill plays before coming to some of the training sessions to make sure I fully understood the coaching.
- I have contributed immensely to the development and execution of team presentations and projects.

*Participation:* I have thoroughly enjoyed actively participating during and outside of class:

- My participation in role-plays has helped me to apply principles from Made-to-Stick and the Griffin Hill Integrity Sales System.
- I was heavily involved in the Sales Idol, participating in three of the four rounds, and winning the final round with @Task.
- I thoroughly thought about the questions I asked in class before I presented them to our guests or to the professor and I was not afraid to share those questions or thoughts that were appropriate.

I absolutely loved my experience in this Sales class. I feel like I have learned invaluable skills that will benefit me for a lifetime.

# Co-Production Assignment |

*45/50 represents my co-production score this semester*

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## Professionalism

- I rarely used my laptop for purposes outside of taking notes
- I only missed class when I had cleared it with Professor Bone ahead of time
- My appearance was always acceptable under BYU Dress and Grooming Standards
- I was very cordial and professional to our in-class visitors

## Preparation

- I carefully read 90% of the readings and skimmed over the remaining 10%
- Ryan Condie and I practiced multiple times for our midterm
- I orally practiced the Griffin Hill assignments before coming to class
- All of my assignments were completed thoroughly and on time

## Participation

- I made an acceptable amount of comments in each class
- I paid more attention in this class than I did in any of my other classes
- With every small group or in-class practice, I participated with full-energy
- I applied what I learned to my interviews with Google and received an offer

## Co-Production Paper

*"They raised their eyebrows when I'd run home between classes to feed my son.  
But when I won all three rounds of the Marriott School Sales Idol..."*

### ***Professionalism*** (e.g., physical/mental class attendance, demonstrating respect to others)

I have made every effort this semester to be to class on time—which sometimes includes having my husband and son (both in pajamas) drop me off at the Tanner Building when I'm running too late to get there on foot. I have furthermore made every effort to show respect to my classmates and to help in their learning process. For example, when one of my classmates wasn't prepared for the first round of Sales Idol (he had missed the memo about the slides on Blackboard), I spent the first ten minutes of class quickly trying to prepare him, showing him quickly the important points that he needed to cover in his needs audit. Unfortunately I do not deserve a perfect score for professionalism. I am embarrassed to say that for the first third of the semester I often tried to "multi-task" during class—working on an online photo book for my husband while trying to still pay attention. Obviously this wasn't very professional. Once I caught the "bug" of the *value* of the skills we were learning, I *am* proud to report that I have not since used my computer in class as a distraction.

### ***Preparation*** (e.g., readings, assignments, team presentation)

My preparation was a conversion process. Sadly, I did not read all of the HBR articles in full at the beginning of the semester. Feeling as though it didn't apply to me, I was not thorough like I should have been in my preparation. However, I did see the light. Around the same time my professionalism stepped it up, I began to spend more time on all my readings. Furthermore, I did all assignments required of me early and to the best of my abilities. I turned my shadow project in two weeks early (need I say more ☺). I surveyed well over the requirements of people for my "Personality Profile" assignment. I spent a *considerable* amount of time preparing for Sales Idol (picture this: I stay up until two Wednesday night preparing for Kraft. Then I realize neither of our printers have color ink to print out my props for the round. At 7:30 Thursday morning I run to FedEx/Kinkos to print out the document I emailed them. Unfortunately only the first part of the document had gone through. So I pull my computer out at the store, stick the document on a flash drive, and have it re-printed. In the process I lose a button on my suit coat... However, I make it with the help of my taxi-husband just as the clock clicks 8:00. And then hear the blurb by Kraft about "Just showing up on time." ...) I spent upwards of six hours preparing for each round. And as far as the preparation for my final sticky project... I can't wait to turn in my much-prepared-for, much-time-spent-on project.

### ***Participation*** (e.g. role-playing, contributing to training and guest speaker sessions)

I claim all participation points. I feel like I went above and beyond what was expected of me. I received Dr. Baird's first "Brilliant." Kraft thanked me for my participation during His presentation (and told me he looked forward to seeing me at the career fair... ☺). And I signed up for all three Sales Idol rounds, and was voted a winner three times. I feel like I took every opportunity to participate, and I ran with it eight miles.

***Point Tally:*** 44 points