

FACULTY TEACHING OBSERVATION

INSTRUCTOR: [REDACTED] **SEMESTER/YEAR:** Spring 2015

FULL-TIME **PART-TIME**

COURSE AND SECTION NUMBER: MKT 123 0001

COURSE TITLE: Fundamentals of Selling

OBSERVER'S NAME: [REDACTED] **TITLE:** [REDACTED]

DATE OF OBSERVATION: 4/22/2015 **LENGTH OF VISIT:** 50 min. **# OF STUDENTS:** 18

DIRECTIONS: The Observer will use the Faculty Observation Rubric when evaluating the Instructor. Every category must contain specific comments and/or examples to quantify the observer's rating and suggestions for improvement when applicable. The observation rubric gives concise, descriptive prompts (placed within parentheses) for each category; however, the observer's comments are not just limited to those descriptors. Mark the observation scale in the relevant area.

REVIEWED LESSON AND RELEVANCE TO SYLLABUS/COURSE OUTLINE:

Module 8-Chapter 15: Time, Territory, and Self-Management: Keys to Success Assignment: Selling Experiential Exercise and Discussion Board (Breakdown in Productivity) Due 4/27/15

INSTRUCTIONAL TECHNIQUES USED:

- | | |
|--|--|
| <input checked="" type="checkbox"/> Audio/Visual | <input type="checkbox"/> Interactive Activity |
| <input checked="" type="checkbox"/> Class Discussion | <input checked="" type="checkbox"/> Lecture |
| <input type="checkbox"/> Clinical/Lab | <input type="checkbox"/> Small Group Activities |
| <input type="checkbox"/> Individual Student Assistance | <input checked="" type="checkbox"/> Web Enhanced |

GOALS & OBJECTIVES:

(Clearly stated verbally or written)

- | |
|--|
| <input type="checkbox"/> Exceeds Expectations |
| <input checked="" type="checkbox"/> Meets Expectations |
| <input type="checkbox"/> Below Expectations |
| <input type="checkbox"/> N/A or N/O |

Comments: [REDACTED] reviewed the assignment which is the DB (Breakdown in Productivity) and referred to the Syllabus. He reviewed the relevance of previous chapters leading up to the Final Sales Presentation.

Instructor's Name: [REDACTED]

Course: MKT 123 0001

ORGANIZATION OF CLASS MEETING:
(Organized progression from each activity to the next)

- Exceeds Expectations
- Meets Expectations
- Below Expectations
- N/A or N/O

Comments: [REDACTED] follows course outline and provides learning opportunities.

USE OF CLASS TIME:
(Punctuality and use of class time)

- Exceeds Expectations
- Meets Expectations
- Below Expectations
- N/A or N/O

Comments: [REDACTED] use of class time was adequately planned and paced.

CLASSROOM MANAGEMENT:
(Control of classroom environment)

- Exceeds Expectations
- Meets Expectations
- Below Expectations
- N/A or N/O

Comments: Students appeared to be very attentive and engaged. [REDACTED] maintained control of all classroom activities and managed the discussion and student interaction well.

SUBJECT MATTER EXPERTISE:
(Mastery of and currency in subject matter)

- Exceeds Expectations
- Meets Expectations
- Below Expectations
- N/A or N/O

Comments: [REDACTED] demonstrated an expert knowledge of the subject matter, based on current research and explains it well to the students using several relevant examples.

Instructor's Name: ██████████

Course: MKT 123 0001

PRESENTATION & DELIVERY:

(Awareness of demeanor, vocabulary, and articulation)

- Exceeds Expectations
- Meets Expectations
- Below Expectations
- N/A or N/O

Comments: ██████████ presentation was clear, direct, and relevant. Delivery was engaging. He demonstrated confidence.

STUDENT INVOLVEMENT:

(Evidence of active engagement and participation by students)

- Exceeds Expectations
- Meets Expectations
- Below Expectations
- N/A or N/O

Comments: ██████████ plans and provides for student interaction through questions, class activities, and discussion.

RAPPORT:

(Evidence of mutual respect and professionalism)

- Exceeds Expectations
- Meets Expectations
- Below Expectations
- N/A or N/O

Comments: ██████████ connects and interacts well with students and appears to have built a strong atmosphere of learning and mutual respect.

SUMMARY OF OBSERVATION

- Exceeds Expectations
- Meets Expectations
- Below Expectations
- N/A or N/O

OVERALL CLASS OBSERVATION RATING:

Observer's Comments:

[REDACTED] did a good job by reviewing and stating objectives, as well as, reviewing and leading up to the final sales presentation. He made good use of class time and followed the course outline. He was engaging the students with a nice blend of lecture and discussion. He did use the white board once to draw a visual, but I would like to see him incorporate more for the visual learner. I felt he displayed an excellent example of classroom management, rapport, and subject expertise. [REDACTED] displays a professional image which provides a great role model for F ICC students

Observer's Signature:

[REDACTED]

Date:

4/23/15

Instructor's Comments:

Instructor's Signature:

[REDACTED]

Date:

4/23/15

Division Chair's Comments:

Thank you!

Division Chair's Signature:

[REDACTED]

Date:

4/27/15

Dean's Comments:

Thank you, [REDACTED], for being well prepared for class.
 Thank you, [REDACTED], for the feedback and suggestion for improvement.

Dean's Signature:

[REDACTED]

Date:

4/29/15