



JUDGING CRITERIA

RETAILER AND YOUNG RETAILER OF THE YEAR

NOMINATIONS:

Head Office / Support Office put forward individuals in each category. Individual entry and supplier nominations are also accepted. All nominees are contacted and entry sought.

STAGE 1 (CONTRIBUTES TO 10% TOTAL SCORE)

Entry Criteria will include:

- Current position and responsibilities
- Work history
- Growth of your division over last financial year
- Short question
- Entry is signed off by manager / direct report / head office

Semi-finalists are chosen and put forward to the next stage.

STAGE 2 (CONTRIBUTES TO 20% TOTAL SCORE)

Stage 2 written submission Retailer entry includes:

Part 1	Current responsibilities	10 points
Part 2	Past & future growth	10 points
Part 3	Store's best achievement	15 points
Part 4	Customer satisfaction	15 points
Part 5	Staff training	15 points
Part 6	Management training	10 points
Part 7	Store involvement in community	10 points
Part 8	Judges' overall impression	15 points
Total		100 points

Stage 2 written submission Young Retailer entry includes:

Part 1	Current responsibilities	10 points
Part 2	Best achievement	15 points
Part 3	Training courses	15 points
Part 4	Outline career goals	20 points
Part 5	Tell us why you feel you qualify	20 points
Part 6	Judges' overall impression	20 points
Total		100 points

Finalists are chosen and put forward to the next stage.

STAGE 3

Finalists receive store visit from judge.
(CONTRIBUTES TO 7.5% TOTAL SCORE)

Finalists receive an independent mystery shop.
(CONTRIBUTES TO 7.5% TOTAL SCORE)

Finalists are given relevant topic to present to judging panel.

(CONTRIBUTES TO 40% TOTAL SCORE)

Presentation is scored on:

Understanding subject	10 points
Exploration & analysis	10 points
Accuracy & analysis	10 points
Presentation skills	10 points
Presentation total	40 points

Judges question and answer session.
(CONTRIBUTES TO 15% TOTAL SCORE)

TOTAL SCORE 100%

RETAIL STORE OF THE YEAR

Up to 400m² / Over 400m² / Specialty Store

NOMINATIONS:

Head Office / Support Office supply top four stores in each category. Individual Store entry and supplier nominations are also accepted.

- All nominations are judged by approximately 70 industry suppliers
- Judges provide their top 5 in each category

(CONTRIBUTES TO 80% TOTAL SCORE)

Judging Criteria will include:

- Exterior & interior
- Store layout, fittings promotions and merchandising
- Staff
- Extra facilities

All judge's scores are collated and three finalists are chosen in each category.

Mystery shop is undertaken.

(CONTRIBUTES TO 20% TOTAL SCORE)

Points collated and winner found.

TOTAL SCORE 100%

JUDGING CRITERIA

CONTINUED

SALES PROFESSIONAL OF THE YEAR

NOMINATIONS:

Supplier managers or retail stores may put forward nominations. Individual's nominations are also accepted.

ENTRIES:

STAGE 1

(CONTRIBUTES TO 30% TOTAL SCORE)

Entry criteria will include:

Current position and responsibilities	10 points
Intended career path within industry	10 points
Sales professionals role	15 points
Training courses	15 points
Your best achievement	15 points
Tell us why you feel you qualify	10 points
Validation of entry	10 points
Judges' overall impression	15 points
Total	100 points

STAGE 2

(CONTRIBUTES TO 20% TOTAL SCORE)

Customer satisfaction:

- Semi-finalists supply contact details for their top 15 customer accounts.
- A mystery phone interview is undertaken with selected customers.

STAGE 3

Finalists are given relevant topic to present to judging panel.

(CONTRIBUTES TO 40% TOTAL SCORE)

Presentation scored on following:

Understanding subject	10 points
Exploration & analysis	10 points
Accuracy & analysis	10 points
Presentation skills	10 points
Presentation total	40 points

Judges' Question & Answer session.

(CONTRIBUTES TO 10% TOTAL SCORE)

TOTAL SCORE 100%

SUPPLIER OF THE YEAR

NOMINATIONS:

Head Office / Support Office provide supplier lists to ensure all major suppliers are included.

Judging will be by a selection of retail stores and head offices across the major retail groups. A minimum of 25 retail stores will make up the judging panel.

STAGE 1

To ascertain the judging panel, Head Office / Support Office are approached and asked to supply 4 stores to vote on their behalf. Stores should reflect a good regional spread.

One representative per category at Head Office level also votes on behalf of the Group.

STAGE 2

All applicable suppliers are placed in one of these eight categories:

- Large Appliances
- Portable Appliances
- Home Entertainment
- Information Technology & Computers
- Consumer Electronic Accessories
- Floorcare
- Digital Imaging
- Heating & Cooling

STAGE 3

Online judging forms are sent to the panel at head office and store level who choose their top 3 suppliers in each category and allocate points on various criteria.

STAGE 4

Judging forms are collected and scored as follows:

Retail store top 3 suppliers are allocated	3, 2 or 1 points
Head office top 3 suppliers are allocated	9, 6 or 3 points

Points are collated; the winner and finalist in each of the eight categories are selected.



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