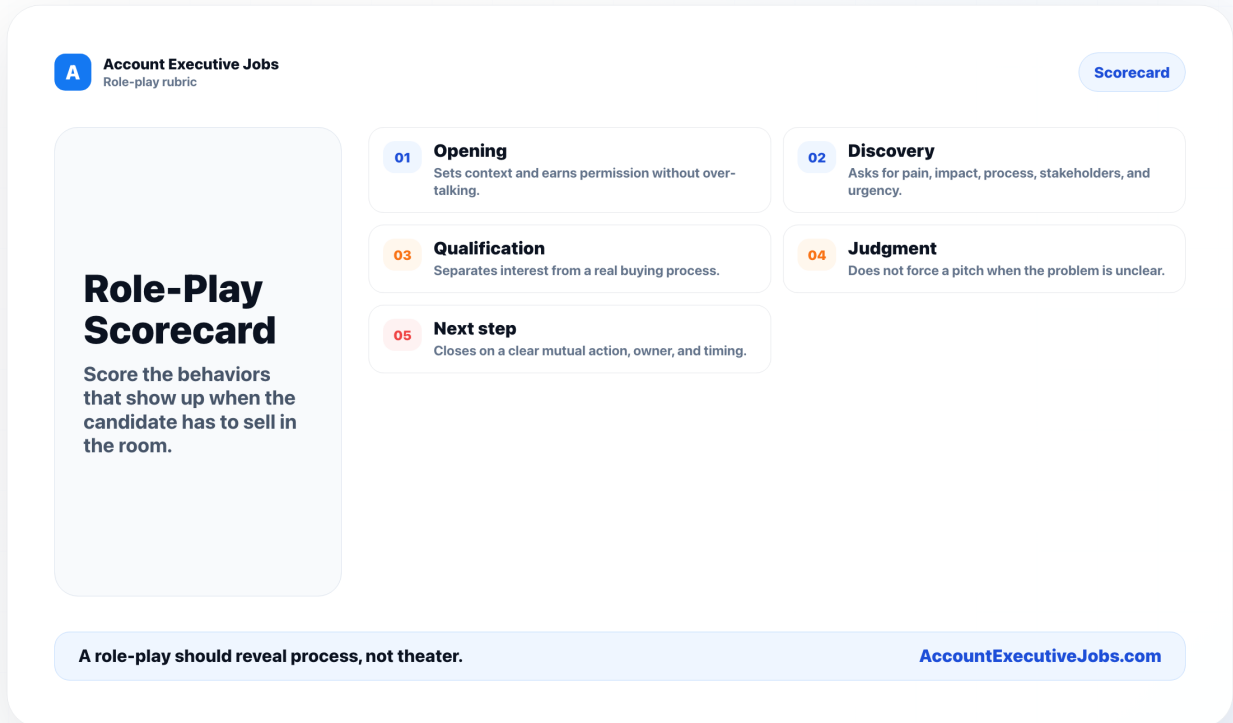


Role-Play Scorecard

Role-play scorecard for AE interviews covering opening, discovery, qualification, judgment, and next step.

<https://accountexecutivejobs.com/blog/hiring-salespeople/account-executive-interview-questions>



The graphic is a white rounded rectangle with a light blue border. In the top left corner, there is a blue square with a white letter 'A' followed by the text 'Account Executive Jobs' and 'Role-play rubric' below it. In the top right corner, there is a blue pill-shaped button with the text 'Scorecard'. On the left side, there is a light blue rounded rectangle containing the text 'Role-Play Scorecard' in bold, followed by 'Score the behaviors that show up when the candidate has to sell in the room.' in a smaller font. On the right side, there are five rounded rectangles arranged in two columns. The first column contains three items: '01 Opening' (Sets context and earns permission without over-talking.), '03 Qualification' (Separates interest from a real buying process.), and '05 Next step' (Closes on a clear mutual action, owner, and timing.). The second column contains two items: '02 Discovery' (Asks for pain, impact, process, stakeholders, and urgency.) and '04 Judgment' (Does not force a pitch when the problem is unclear.). At the bottom, there is a light blue horizontal bar containing the text 'A role-play should reveal process, not theater.' on the left and 'AccountExecutiveJobs.com' on the right.

Account Executive Jobs
Role-play rubric

Scorecard

Role-Play Scorecard
Score the behaviors that show up when the candidate has to sell in the room.

- 01 Opening**
Sets context and earns permission without over-talking.
- 02 Discovery**
Asks for pain, impact, process, stakeholders, and urgency.
- 03 Qualification**
Separates interest from a real buying process.
- 04 Judgment**
Does not force a pitch when the problem is unclear.
- 05 Next step**
Closes on a clear mutual action, owner, and timing.

A role-play should reveal process, not theater.

AccountExecutiveJobs.com

Use this reference

Read the full guide for the context behind this visual. The original illustration and its source belong together when you share it.

Notes