

# PLAYER MAP X-RAY

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## 1. Who is coded as a Player?

- a. Someone who prefers us
- b. Influential person on project
- c. Person high up on org chart

## 2. What defines a champion?

- a. Likes our product/solution
- b. Worked with us previously
- c. Wants us & only us to win

## 3. What types of Bridges are there?

- a. Expansion, Suspension
- b. Existing, Required
- c. Open, Closed

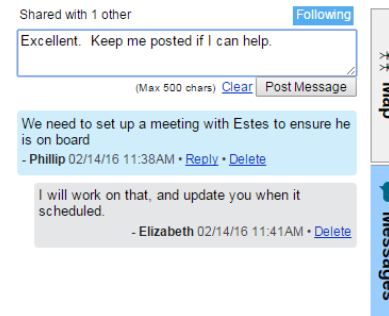
#### 4. What is the best way to share Player Maps?

- a. Save Player Map to PDF, then e-mail it
- b. Use PMX share under the Action menu
- c. PMX automatically shares Player Maps



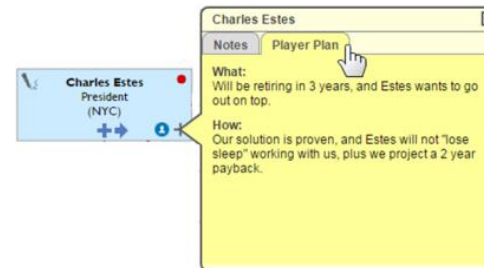
#### 5. How does the message board work?

- a. Everyone on PMX sees messages
- b. Messages are only for my use on PMX
- c. PMX e-mails people on shared folder



#### 6. What 2 elements drive a Player Plan?

- a. Goal, Strategy
- b. What, How
- c. Project, Revenue



#### 7. How does the LinkedIn® button work?

- a. PMX automatically adds the LinkedIn® link
- b. Shows your personal LinkedIn connections
- c. Add PMX link to connect to LinkedIn profile

