

# PLAYER MAP

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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**