

PLAYER MAP X-RAY

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

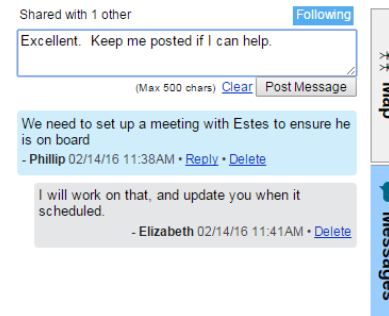
4. What is the best way to share Player Maps?

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



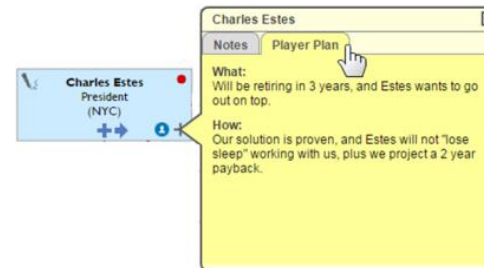
5. How does the message board work?

- 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



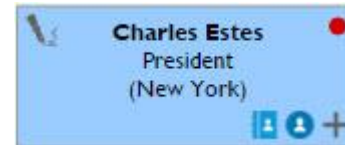
7. How does the LinkedIn® button work?

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



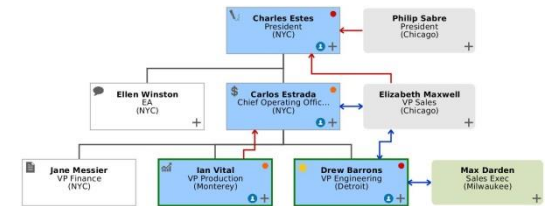
8. How can you add a person to a Player Map?

- a. You have to enter information for each person
- b. Pull from Salesforce, copy existing, enter new
- c. You can only add existing Salesforce contacts



9. What is the quickest way to open a Player Map?

- a. Click Player Map link in Accounts or Opportunities
- b. Request someone shares the Player Map with me
- c. Click Player Maps tab, click folder, click Player Map



10. What does Address Book link to in Salesforce®?

- a. Person has inside information on this project
- b. Person is in Contacts, click icon for information
- c. Information needs to be added for this person

