

PLAYER MAP

- 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
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