

Team Challenge

Create the most detailed answer the following questions: Post responses in slack. I will be awarding point values based on depth/ accuracy of responses. Team with highest point accumulation wins

1. List what do you need to know in order to properly prioritize the deals in your pipeline?

- MEDPICC
- Lead Source
- Average Deal Size
- Pipeline Age
- Budget

Team Challenge

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1. List what do you need to know in order to properly prioritize the deals in your pipeline?
2. You've converted a prospect into a Champion and are booking next steps. What can you ask them before that call to set you up for success (List)

- Security/Implementation question
- Key stakeholders/decision makers involved
- Budget
- Timeline
- Who will have the most influence?
- What's your feedback/desired value prop in future?
- Does he/she know our product/solution accurately?
- Any hindrances or funding in the close future?
- When's he/she getting promoted?
- Are you considering other options?

Team

3. Explain why /how is infosec important to these roles: CEO, VP eng, VP Sales, Individual contributor

- CEO: Responsible for the information security of customers'/employees' data. Corporate data and financial aspects. Legal guidelines
- VP Engineering: Data/design security and proprietary/patents' info
- VP Sales: Numbers/Projections/Revenues/Finances/Prospects' data and information
- Individual Contributor: Personal information/devices at risk

4. How can you improve your own emotional intelligence?

- Be around better-minded/diverse peers
- Seek comfort in discomfort and certainty in uncertainty
- Have a rationale outlook
- Love yourself
- Self-reflection and contemplation
- Spend more time in nature
- Conviction
- Exercise
- Don't be scared to fail
- Practice empathy/put yourself in others' shoes
- Team orientation
- Adaptability
- Motivation

FORECASTING

In Pairs: 1 seller gives likely commit for end of March (\$Value)

2nd partner(s) acts as "manager" and asks for clarification/
reasoning.

(we will be trading jobs with a different pipeline)

Sales cycle: 10 weeks

FORECASTING EXERCISE

	DEAL	OPEN DATE	CLOSE DATE	STAGE	VALUE
1	BANANA SKIES MFG	10 Weeks Ago	2 weeks	Scoping	\$24k
2	TAXI CORP	2 Weeks Ago	10 weeks	Discovery	\$125k
3	CHICKEN FEED INC	4 Weeks Ago	8 weeks	Discovery	\$10k
4	SILOES HILLS	3 Weeks Ago	Next Week	Demo	\$7k
5	GREEN FIELDS	1 Weeks Ago	20 weeks	Evaluation	\$92k
6	ROSE GARDENS	15 Weeks Ago	1 week	Demo	\$2.5k
7	PIEBALD RANCH	11 Week Ago	8 weeks	Scoping	\$17k
8	HUBBERT POULET	7 Weeks Ago	2 weeks	Evaluation	\$15k
9	STRAWBERRY WINERY	2 Weeks Ago	8 weeks	Demo	\$60k



Average Deal Size: 20k

Rep Vivek: $24+10+7+2.5+17+15 = \$75.5k$

Manager: Siewyee/Tab