

Champion Candidate Assessment

A Champion is our ultimate modern selling resource. In every deal, your role is to continuously assess the stakeholder landscape to ensure you are supporting the right person as your Champion. You can then coach the Champion to drive decision making through awareness, education, consensus building, and problem solving.

Think of an active opportunity and evaluate the person you may have identified as a Champion. Use the items below to rate this person’s capability, knowledge, skills, and relationships.

*Does not reflect
this individual*

*Accurately reflects
this individual*

Criteria	1	2	3	4	5	6	7	8	9	10
This person is highly competent in his or her present role and job responsibilities										
They are perceived by other executives as a valuable contributor - seen as credible and respected										
The person understands the full strategic and business value of your solution										
They prefer working with you over the competition										
This person is highly collaborative in their approach to work and open to new ideas										
They have a bias toward action; a track record of proactive leadership in moving things forward										
This person has high organizational "EQ" (savvy about the informal power structures and influencers)										
The individual knows how to influence others without overuse of control or status										
They are open to coaching on how to define problems, evaluate solutions, navigate stakeholders, etc.										
The candidate is able and willing to confront difficult issues and play "hardball" when necessary										