

Description of the task, which Convinced.dk has assisted with:

Description: "Mads Holm Iversen from Convinced has created a new presentation, which will now be used by Telenor's B2B salesteam, targeting existing and potential new customers. The presentation is build up like a website, with interactive clickable slides, allowing the salespeople to present the slides that are relevant to the customer."

I have collaborated with Mads Holm Iversen from Convinced.dk regarding:

Name: Anders Nørregaard
Organization/Company: Telenor
Title: Salesdirector
Email:

1. Did the cooperation with Convinced contribute to the degree of creative and communicative quality of the presentation?

1 2 3 3 4 5 6 7 8 9 10

Minimum

Maximum

Comment: "Mads har lavet en "second to none" præsentation for os"

2. Does the presentation hold the potential to enhance Telenor's sales performance and ability to get through to the B2B-customers?

1 2 3 3 4 5 6 7 8 9 10

Minimum

Maximum

Comment: "Absolutely, and combined with training, I am sure we will end up at a 10."

3. To which extent would you asses Mads Holm Iversen's capability to analyze and grasp your challenges and core messages – and transform these into professional and efficient presentation material?

1 2 3 3 4 5 6 7 8 9 10

Minimum

Maximum

Comment: "Amazing! Great listener and capable of analysing our problems and challenges."

4. When introducing the new presentation to the staff, Mads Holm Iversen was the presenter, who explained and motivated the theory and techniques. To which extent did these presentations create commitment, loyalty and ownership amongst the employees regarding the new presentation?

1	2	3	3	4	5	6	7	8	9	10
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Minimum

Maximum

Comment: *"Very exciting presentation. In terms of time, we could have used more."*

5. Would you recommend Convinced to others?

1	2	3	3	4	5	6	7	8	9	10
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Minimum

Maximum

May we use your evaluation as a reference? Yes No