TRAINING TRANSCRIPT FOR PAMELA A JAHIER

E-mail:
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User number:
042483

Manager:
Lynwood D Green

Primary job:
Senior Sales Manager - Hotel Services

Date 1:
1/24/2005

Primary organization:
3355-Marriott Marquis

ACTIVITIES

This represents the most recent five years of learning history.

Activity	Completion Date ▾	Expiration Date	Score	Attended Duration	Estimated Credit Hours
On-Demand Course: Compass: Introduction and Navigation	1/24/2020		100	Days: 0, Hours: 0, Minutes: 2, Seconds: 1.7	0.5
On-Demand Course: Compass: Customer Management	1/24/2020		80	Days: 0, Hours: 0, Minutes: 2, Seconds: 36.5	0.5
On-Demand Course: Compass: Customer Research	1/23/2020		80	Days: 0, Hours: 0, Minutes: 5, Seconds: 11.6	0.5
On-Demand Course: Compass: Pipeline Health and Hygiene	1/22/2020		100	Days: 0, Hours: 2, Minutes: 11, Seconds: 18.7	0.5
On-Demand Course: Compass: Venue Management	1/22/2020		100	Days: 0, Hours: 0, Minutes: 28, Seconds: 5.9	0.5
Document: Learning Lab Sales Cycle	1/15/2020			Days: 0, Hours: 0, Minutes: 0, Seconds: 11	1
Document: Learning Lab Value Proposition	1/15/2020			Days: 0, Hours: 0, Minutes: 0, Seconds: 8	1
Book: What Great Salespeople Do: The Science of Selling Through Emotional Connection and the Power of Story	1/15/2020			Days: 0, Hours: 0, Minutes: 6, Seconds: 38	2.5
Book: The Collaborative Sale: Solution Selling in a Buyer Driven World	1/15/2020			Days: 0, Hours: 0, Minutes: 26, Seconds: 1	2
Book: How to Get a Meeting with Anyone: The Untapped Selling Power of Contact Marketing	1/15/2020			Days: 0, Hours: 0, Minutes: 39, Seconds: 16	3
Observation Checklist: Sales Core Certification Observation Checklist	1/15/2020				
Video: Compass: Creating Navigator Orders	1/13/2020			Days: 0, Hours: 0, Minutes: 0, Seconds: 17	0
Video: Compass: Closing and Reopening Opportunities	1/13/2020			Days: 0, Hours: 0, Minutes: 0, Seconds: 18	0

	Video: Compass: Managing Event Opportunities	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 24	0
	Video: Compass: Creating an Opportunity from a Lead	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 16	0
	Video: Compass: Creating an Opportunity from a Contact	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 18	1
	On-Demand Course: Introduction to Compass	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 25.4	0.5
	On-Demand Course: Compass Commission Process	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 46.4	0.5
	Video: Compass: Logging into Compass	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 17	0.5
	Video: Compass: Compass Navigation	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 16	0.5
	Video: Compass: Searching and Identifying Accounts and Contacts	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 25	0.5
	Video: Compass: Finding Related Records	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 26	0
	Video: Compass: Viewing Dashboards	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 31	0.5
	Document: Compass User Guide	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 22	0
	Document: Learning Lab Product Management	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 11	1
	Document: Learning Lab Technical Sales	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 8	0.5
	Document: Learning Lab Services Scenario	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 8	1.5
	Document: RFP Strategy Guide on Event Internet & Communications	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 25	0.5
	Document: Learning Lab Sales Finances	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 7	0.5
	Document: Learning Lab Venue Sales Acclimation	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 7	0.5
	Document: Learning Lab Venue Staff Identification	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 9	0.5

	Document: Learning Lab Sales to Ops	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 9	0.5
	On-Demand Course: PSAV Proposal Template, Vision Slides and Vision Library	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 39.1	1
	On-Demand Course: ENGAGE, Sales and Operations Alignment	1/13/2020	Days: 0, Hours: 0, Minutes: 1, Seconds: 21.1	0.5
	Curriculum: ENGAGE On Demand Curriculum	1/13/2020	Days: 0, Hours: 0, Minutes: 32, Seconds: 46.1	3
	On-Demand Course: ENGAGE, Event Learning	1/13/2020	Days: 0, Hours: 0, Minutes: 3, Seconds: 55.9	0.5
	Document: Learning Lab Sales Responsibilities	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 10	1
	On-Demand Course: ENGAGE, Buyer Personas	1/13/2020	Days: 0, Hours: 0, Minutes: 4, Seconds: 42.2	0.5
	On-Demand Course: ENGAGE, Effective Questioning	1/13/2020	Days: 0, Hours: 0, Minutes: 3, Seconds: 12.8	0.5
	On-Demand Course: ENGAGE, Equipment to Objective Solution Matching	1/13/2020	Days: 0, Hours: 0, Minutes: 9, Seconds: 37.8	0.5
	On-Demand Course: ENGAGE, Planning the Equipment Discussion	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 53.9	0.5
	Document: Learning Lab Understand & Align Questioning	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 11	1
	Document: Learning Lab Connecting with Clients - Phone Call Checklist	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 9	0.5
	Document: Learning Lab Connect & Learn Questioning	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 9	1
	Document: Learning Lab Site Visit	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 20	0.5
	On-Demand Course: ENGAGE, Cost Alignment	1/13/2020	Days: 0, Hours: 0, Minutes: 1, Seconds: 19.2	0.5
	Document: Site Visit Standards	1/13/2020	Days: 0, Hours: 0, Minutes: 0, Seconds: 19	
	On-Demand Course: Introduction to ENGAGE	1/13/2020	Days: 0, Hours: 0, Minutes: 14, Seconds: 47.9	0.5
	On-Demand Course: ENGAGE, Event Objective	1/13/2020	Days: 0, Hours: 0, Minutes: 3,	0.5

					Seconds: 20.2
	On-Demand Course: ENGAGE, Understanding the Buyer's Timeline	1/13/2020		Days: 0, Hours: 0, Minutes: 2, Seconds: 18.3	0.5
	On-Demand Course: ENGAGE, Buyer Journey	1/13/2020		Days: 0, Hours: 0, Minutes: 2, Seconds: 4.5	0.5
	On-Demand Course: Introduction to the PSAV Sales Cycle	1/13/2020		Days: 0, Hours: 0, Minutes: 5, Seconds: 43.5	0.5
	Video: Compass Show Entity Record	1/13/2020		Days: 0, Hours: 0, Minutes: 4, Seconds: 10	
	On-Demand Course: Event Design and Technical Assessment, Sales Core Certification	1/13/2020	83.32	Days: 0, Hours: 0, Minutes: 4, Seconds: 40.7	
	On-Demand Course: Products and Services Knowledge Assessment, Sales Core Certification	1/13/2020	90	Days: 0, Hours: 0, Minutes: 10, Seconds: 21.8	
	Video: 7 Habits Introduction Video	1/8/2020		Days: 0, Hours: 0, Minutes: 3, Seconds: 49	0.5
	On-Demand Course: Pricing 2.0	1/8/2020		Days: 0, Hours: 0, Minutes: 13, Seconds: 23.2	0.5
	Document: Unleashing Talent - Development Planning Exercise	1/8/2020		Days: 0, Hours: 0, Minutes: 1, Seconds: 7	0.5
	Document: Store Room Standards	11/8/2019		Days: 0, Hours: 0, Minutes: 0, Seconds: 13	
	Document: Room Set Standards	11/8/2019		Days: 0, Hours: 0, Minutes: 0, Seconds: 22	
	Document: Learning Lab Event Setup Learning Team Member Packet	11/8/2019		Days: 0, Hours: 0, Minutes: 0, Seconds: 0	7
	On-Demand Course: Wireless Presentation Remotes	11/8/2019	92.30	Days: 0, Hours: 0, Minutes: 22, Seconds: 28	0.5
	On-Demand Course: PSAV Room Set Standards	11/8/2019	90	Days: 0, Hours: 0, Minutes: 24, Seconds: 46	0.5
	On-Demand Course: Cables, Power, and Safety Primer	11/8/2019	100	Days: 0, Hours: 0, Minutes: 6, Seconds: 20	0.5
	On-Demand Course: Effectively Directing and Delegating as a Manager	11/7/2019	91	Days: 0, Hours: 0, Minutes: 21, Seconds: 46	0.5
	Live Learning Event: Maximizing Ecliptic for Sellers - Virtual 9/13	9/13/2019			1
	Local Class: Demand Planning Training - Washington, DC	9/6/2019			8

On-Demand Course: Systems and Tools Assessment, Sales Core Certification	9/4/2019	90	Days: 0, Hours: 0, Minutes: 14, Seconds: 15.5	
Curriculum: Cyber Security: You Never Call	9/4/2019		Days: 0, Hours: 0, Minutes: 43, Seconds: 56.9	
On-Demand Course: Professional Skills Assessment, Sales Core Certification	8/5/2019	80	Days: 0, Hours: 0, Minutes: 4, Seconds: 50.1	
On-Demand Course: Insights: PSAV Music powered by PlayNetwork	8/5/2019		Days: 0, Hours: 0, Minutes: 5, Seconds: 48.7	0.5
On-Demand Course: Sales Administration Assessment, Sales Core Certification	7/23/2019	83.32	Days: 0, Hours: 0, Minutes: 8, Seconds: 30.8	
On-Demand Course: Sales Capabilities Assessment, Sales Core Certification	7/19/2019	100	Days: 0, Hours: 0, Minutes: 6, Seconds: 36.3	
On-Demand Course: Sales Cycle Assessment, Sales Core Certification	7/19/2019	80	Days: 0, Hours: 0, Minutes: 6, Seconds: 29	
On-Demand Course: Value Proposition Assessment, Sales Core Certification	7/19/2019	100	Days: 0, Hours: 0, Minutes: 2, Seconds: 15.6	
On-Demand Course: Sales Core Certification Readiness	7/19/2019		Days: 0, Hours: 0, Minutes: 1, Seconds: 22.7	
Document: Sales Core Certification Guidelines	7/19/2019		Days: 0, Hours: 0, Minutes: 0, Seconds: 24	
Document: Sales Role Based Development Guide	7/19/2019		Days: 0, Hours: 0, Minutes: 0, Seconds: 25	
On-Demand Course: Internet Services (CNS) Meeting Space Internet Pricing and Order Entry	7/19/2019	80	Days: 0, Hours: 0, Minutes: 16, Seconds: 36.5	0.5
On-Demand Course: Cyber Security: Juice Jacking	7/19/2019		Days: 0, Hours: 0, Minutes: 11, Seconds: 1.7	0.5
Curriculum: Cyber Security: Juice Jacking	7/19/2019		Days: 0, Hours: 0, Minutes: 11, Seconds: 1.7	
On-Demand Course: Insights: Backdrop Pro	9/21/2018	87.5	Days: 0, Hours: 0, Minutes: 21, Seconds: 49.5	0.5
Curriculum: Sales/Operations and Personal Data	9/11/2018	100	Days: 0, Hours: 0, Minutes: 23, Seconds: 7.1	
Video: Compass Searching for Strategic Accounts	7/18/2018		Days: 0, Hours: 0, Minutes: 0, Seconds: 48	0.5
Curriculum: Care for your Customer (Manager)	6/12/2018		Days: 0, Hours: 0, Minutes: 10, Seconds: 45.7	

	Curriculum: The Fundamentals: World Class Service	6/12/2018		Days: 0, Hours: 0, Minutes: 33, Seconds: 9.5	
	▷ Curriculum: GDPR Overview	5/2/2018	100	Days: 0, Hours: 0, Minutes: 7, Seconds: 45.7	
	Video: Compass Viewing Strategic Contracts	4/4/2018		Days: 0, Hours: 0, Minutes: 2, Seconds: 22	0
	Video: Navigator Print Groups and Consolidated Quote	4/4/2018		Days: 0, Hours: 0, Minutes: 3, Seconds: 22	0.5
	On-Demand Course: Business Expense Reimbursement Policy Acknowledgement	4/4/2018	100	Days: 0, Hours: 0, Minutes: 8, Seconds: 29.9	0.5
	On-Demand Course: PSAV Information Security Policy (2017)	4/4/2018	100	Days: 0, Hours: 1, Minutes: 4, Seconds: 41.5	0.5
	On-Demand Course: Whistleblower Policy Acknowledgement	4/4/2018	100	Days: 0, Hours: 0, Minutes: 3, Seconds: 40.8	0.5
	On-Demand Course: Team Member Guidebook Acknowledgement	4/4/2018	100	Days: 0, Hours: 0, Minutes: 2, Seconds: 12.2	0.5
	On-Demand Course: Flipchart Best Practices	10/17/2017	100	Days: 0, Hours: 0, Minutes: 9, Seconds: 23	0.5
	On-Demand Course: Audio Theory Fundamentals	10/17/2017	91.66	Days: 0, Hours: 0, Minutes: 39, Seconds: 51	0.5
	On-Demand Course: Software Code of Ethics	10/17/2017	87.5	Days: 0, Hours: 0, Minutes: 9, Seconds: 54.2	0.5
	Webinar: Virtual Events Essentials - Creating an Engaging Meeting for Your Clients, Beyond the Physical Event	5/2/2017		Days: 0, Hours: 0, Minutes: 28, Seconds: 13	1
	On-Demand Course: Code of Conduct Policy Acknowledgement	3/30/2017	100	Days: 0, Hours: 0, Minutes: 13, Seconds: 9.6	0.5
	On-Demand Course: 2-1-2 Training	1/26/2017		Days: 0, Hours: 0, Minutes: 14, Seconds: 29	1
	On-Demand Course: Being an Effective Team Member	1/26/2017	82	Days: 0, Hours: 0, Minutes: 10, Seconds: 28	1
	Instructor Led Course: ENGAGE	11/16/2016			16
	Instructor Led Class: ENGAGE Two Day Training, Washington DC	11/16/2016			
	Instructor Led Course: Leadership Essentials	7/20/2016			16
	Instructor Led Class: Leadership Essentials - Learning Center East	7/20/2016			
	On-Demand Course: PSAV Safety Policy Training	1/25/2016		Days: 0, Hours: 1,	0.5

					Minutes: 48, Seconds: 5.5
	On-Demand Course: TinderBox Proposal Training	11/13/2015		Days: 0, Hours: 1, Minutes: 40, Seconds: 46.5	1
	On-Demand Course: Recording Standards and Practices	11/11/2015	91.66	Days: 0, Hours: 1, Minutes: 21, Seconds: 47.6	1
	Instructor Led Course: Advanced Consultative Selling (V12.13)	7/8/2015			16
	Instructor Led Course: Principles of Video	1/15/2014			24
	On-Demand Course: Helios Basics Part 2	8/12/2013			1
	On-Demand Course: Helios Basics Part 1	8/12/2013			1
	On-Demand Course: Intro to Helios	7/16/2013			1
	On-Demand Course: Compass Basics Part 2	7/12/2013			1
	On-Demand Course: Compass Basics Part 1	7/11/2013			1
	On-Demand Course: Intro to Compass	7/10/2013			1
	Instructor Led Course: Management Techniques- Directions	11/19/2012			16
	On-Demand Course: Security Awareness Education	8/6/2012			1
	Instructor Led Course: Leading a Service Culture: Your World of WOW	6/21/2012			16
	Instructor Led Course: Work It Out	3/27/2012			16
	Instructor Led Course: Art of Management- Directions	5/16/2011			16
	Instructor Led Course: Rainmakers	9/2/2010			16
	Instructor Led Course: From Order Taker to Solution Maker	1/12/2010			16