Question 1:

My client is looking to learn more about the company Teradata from the perspective of experts who are: Partners.  
  
Is this topic a fit?

Yes

No

Skip: If No, Skip to Referral

Result: If No, Mark as Not A Fit

Question 2:

Which of the following options best describes your connection to the topic?

Partners

Other (please elaborate)

No connection

Skip: If No, Skip to Referral

Result: If angle, mark as angle. If No, Mark as Not A Fit

Question 3:

There are a couple additional questions, but before you proceed, we want to ensure that you will be allowed to consult prior to you completing the rest of the questionnaire.  
  
 For this project on the topics listed in the previous question, my client requires a letter of consent from any expert who is not CEO/COO/CFO/Majority Owner/Self-Employed/Retired/Unemployed at all of their current companies. If obtained, this letter can remain on your profile for other similar requirements in future projects!  
  
The next questions are regarding these rules, and will help assess if an LOC is required.

Question 4:

Are you the highest-ranking employee (CEO/COO/CFO/Majority Owner/Self-Employed/Retired/Unemployed) at your organization(s)?

DisplayLogic: Display LOC question if Highest Ranking Answer is No

CEO/Equivalent  
COO/Equivalent  
CFO/Equivalent  
Majority Owner  
Self-Employed  
Retired  
Unemployed

Question 5:

Would you be willing to obtain a signature from your CEO/COO/CFO, Head of Legal, or Head of HR?  
  
 If yes, I will email you with the details for the LOC (what you need to have signed and an easy template).  
  
 If no, please click "no" and you will not be required to finish the questionnaire.

Yes, I will obtain a letter.  
No, I will not obtain a letter.

Skip: If No, Skip to Referral  
Result: If No, Mark as Not A Fit

Question 6:

Partners, for the following questions, please elaborate in 1-2 sentences.  
  
The client will use these responses to best assess who they'd like to speak with.

Which products from Teradata do you sell?

Please provide a ballpark annual volume ($$/year) with Teradata.

Please clarify which other competing product you sell and your ballpark annual volume with them.

Please elaborate in 1-2 sentences on your ability to discuss Teradata in terms of current trends, market share, competitive landscape, and how product offerings compare.

DisplayLogic: Display Angle Question based on Connection Question

Question 7:

Are you available to speak to my client in the next two weeks?

Yes  
No (please elaborate)

Question 8:

Lastly, do you know someone who would be a great fit to consult on this topic?  
  
 Experts receive a referral bonus of $100 each time someone he/she referred completes a phone consultation within the first year of being referred.  
  
 If yes, please include their First and Last Name, and their phone number or LinkedIn profile.  
  
Thank you for completing this questionnaire and for being a part of the Coleman network!

Yes (please provide their information here)  
  
 No