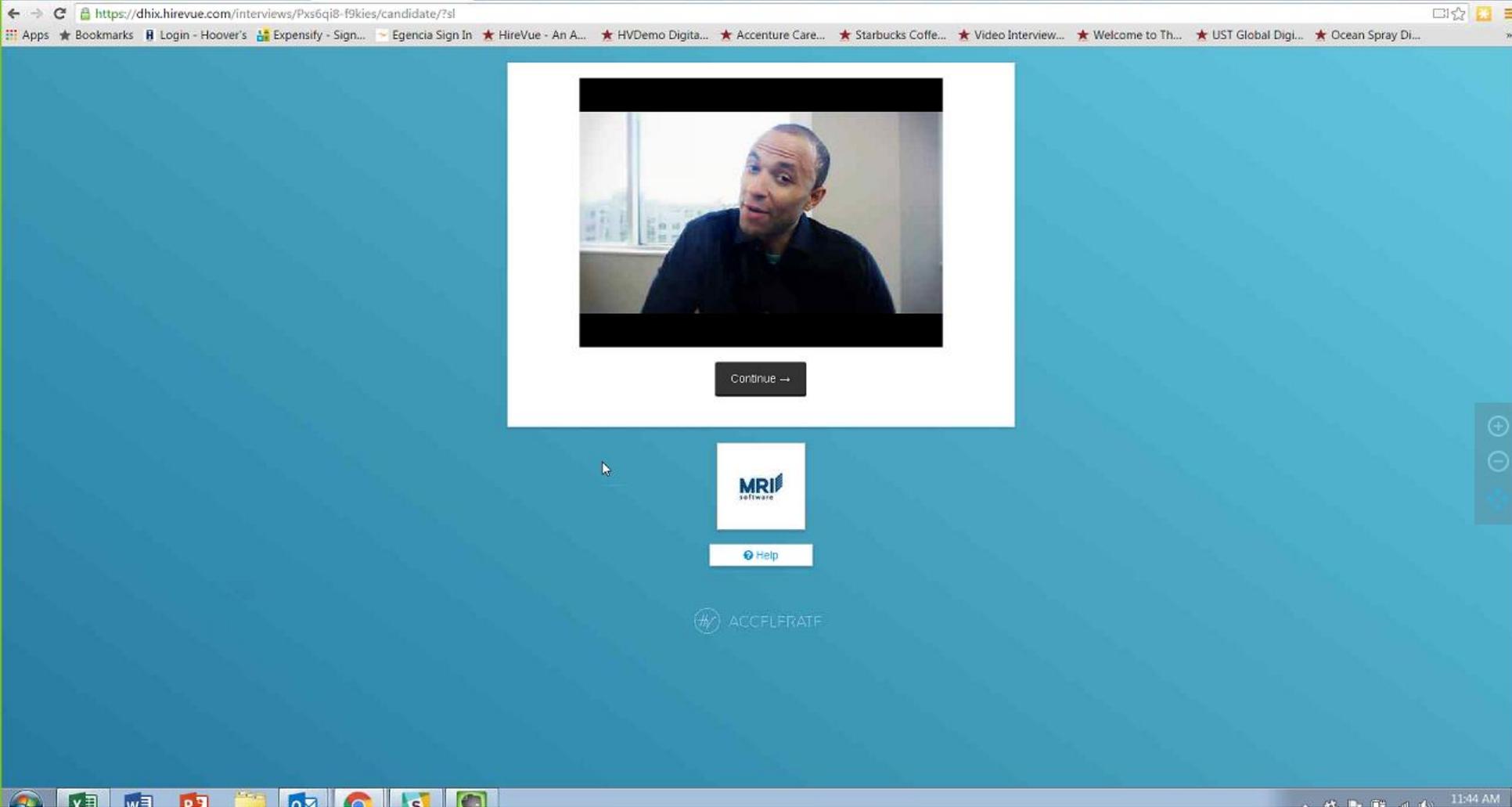


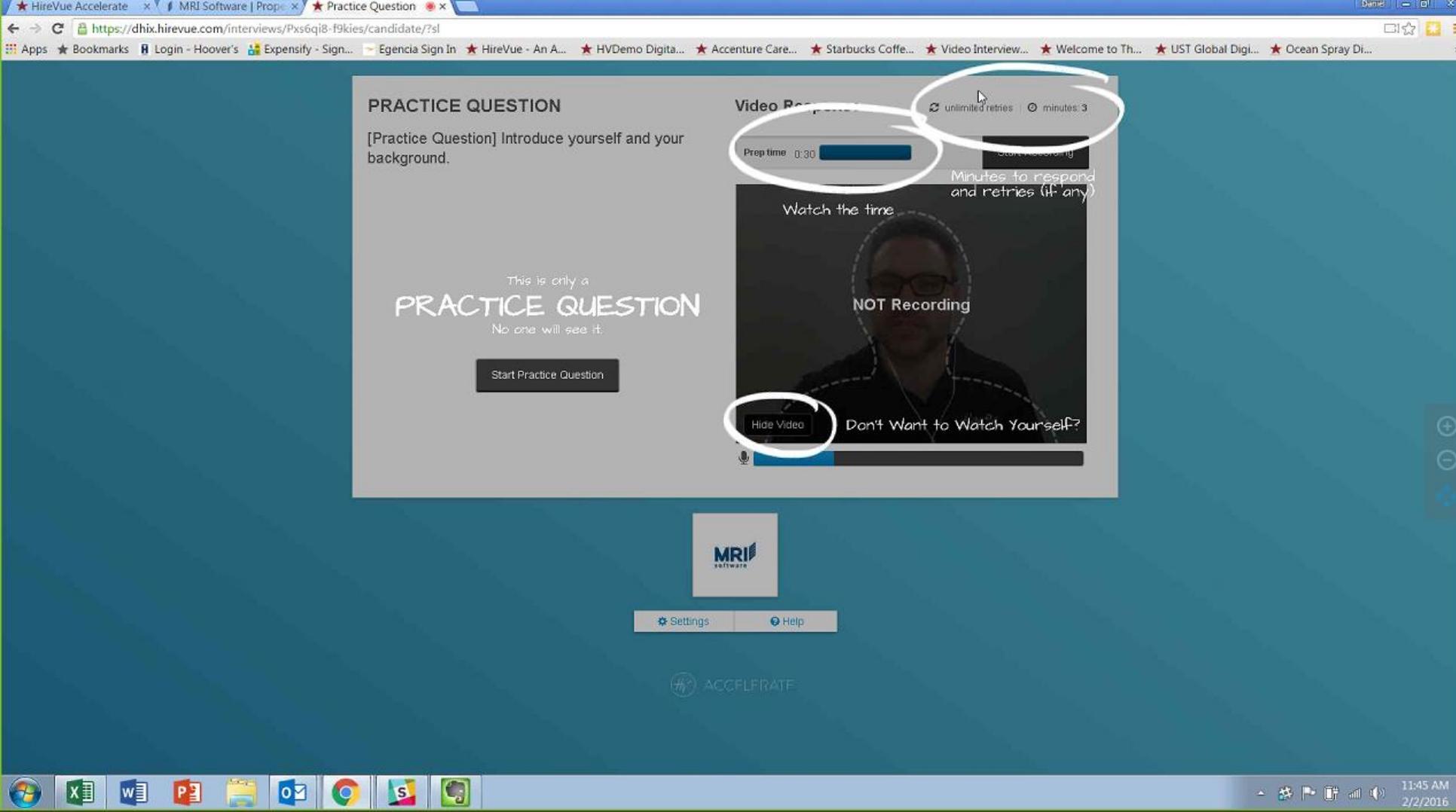
A hand is holding a black smartphone. The screen is white and displays the following text in bold black font: "Press Record & In 3-Months Your Salespeople Will Communicate Value Like Your Top Performers". In the top right corner of the screen, there is a red circular icon with a white border.

**Press Record
& In 3-Months
Your Salespeople Will
Communicate Value
Like Your Top Performers**

I'm excited about how Video Role Play software can make sure that salespeople practice delivering their stories and that sales managers coach



Instruction Video of what will be expected of the salesperson in this exercise.



Practice Session for first time using the system

https://dhix.hirevue.com/interviews/Pxs6qi8-f9kies/candidate/?sl

Apps Bookmarks Login - Hoover's Expensify - Sign... Egencia Sign In HireVue - An A... HVDemo Digita... Accenture Care... Starbucks Coffe... Video Interview... Welcome to Th... UST Global Digi... Ocean Spray Di...

Question 1 of 2



00:18 of 01:00

- 1-Choose a customer who would benefit from hearing the Multi vs. Single Stack story.
- 2-Watch the best practice Multi vs. Single Stack video
- 3-Record yourself delivering this story after taking into account your potential customer, industry and geography.
- 4- You can use the attached storytelling template to help you craft the story.



11:47 AM
2/2/2016

Instruction Video of the specific exercise with instructions below

Browser tabs: Dan Hixson Demo, MRI Software, Session for Multi, Apps, Bookmarks, Login - Hoover's, Expensify - Sign..., Egencia Sign In, HireVue - An A..., HVDemo Digita..., Accenture Care..., Starbucks Coffe..., Video Interview..., Welcome to Th..., UST Global Digi..., Ocean Spray Di...

URL: https://dhix.hirevue.com/interviews/Pxs6qi8-f9kies/candidate/?sl

Page: 1 / 3

Insight Scenario

Insight simulator for the customer

Before	After

Why:

Setting:

Complication:

Turning Point:

Resolution:

Questions:

1 / 3

Close Document

minutes: 3

unlimited retries

No prep time limit

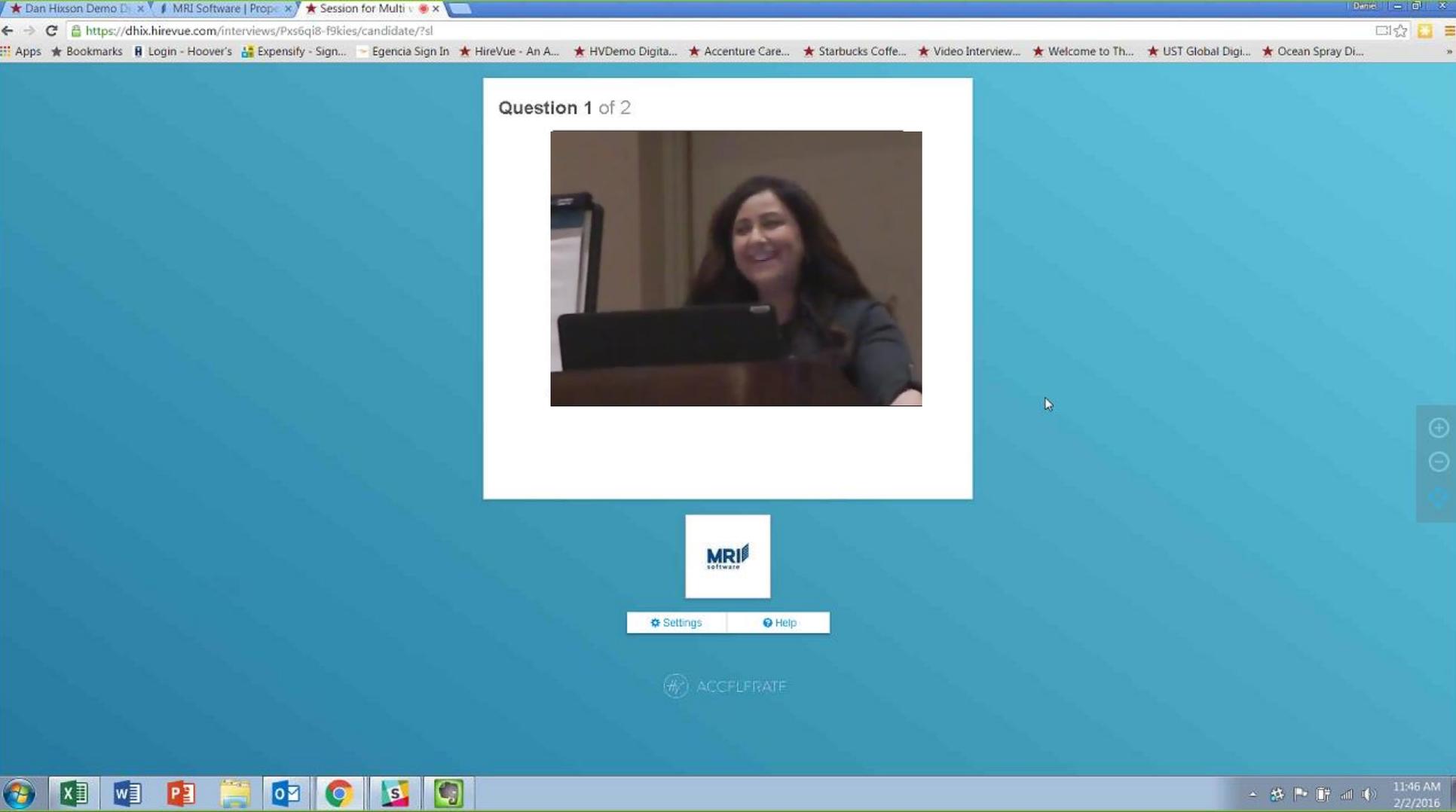
Start Recording



1-Choose a customer who would benefit from hearing the Multi vs. Single Stack story. 2-Watch the best practice Multi vs. Single Stack video 3-Record yourself delivering this story after taking into account your potential customer, industry and geography. 4- You can use the attached storytelling template to help you craft the story.

11:47 AM

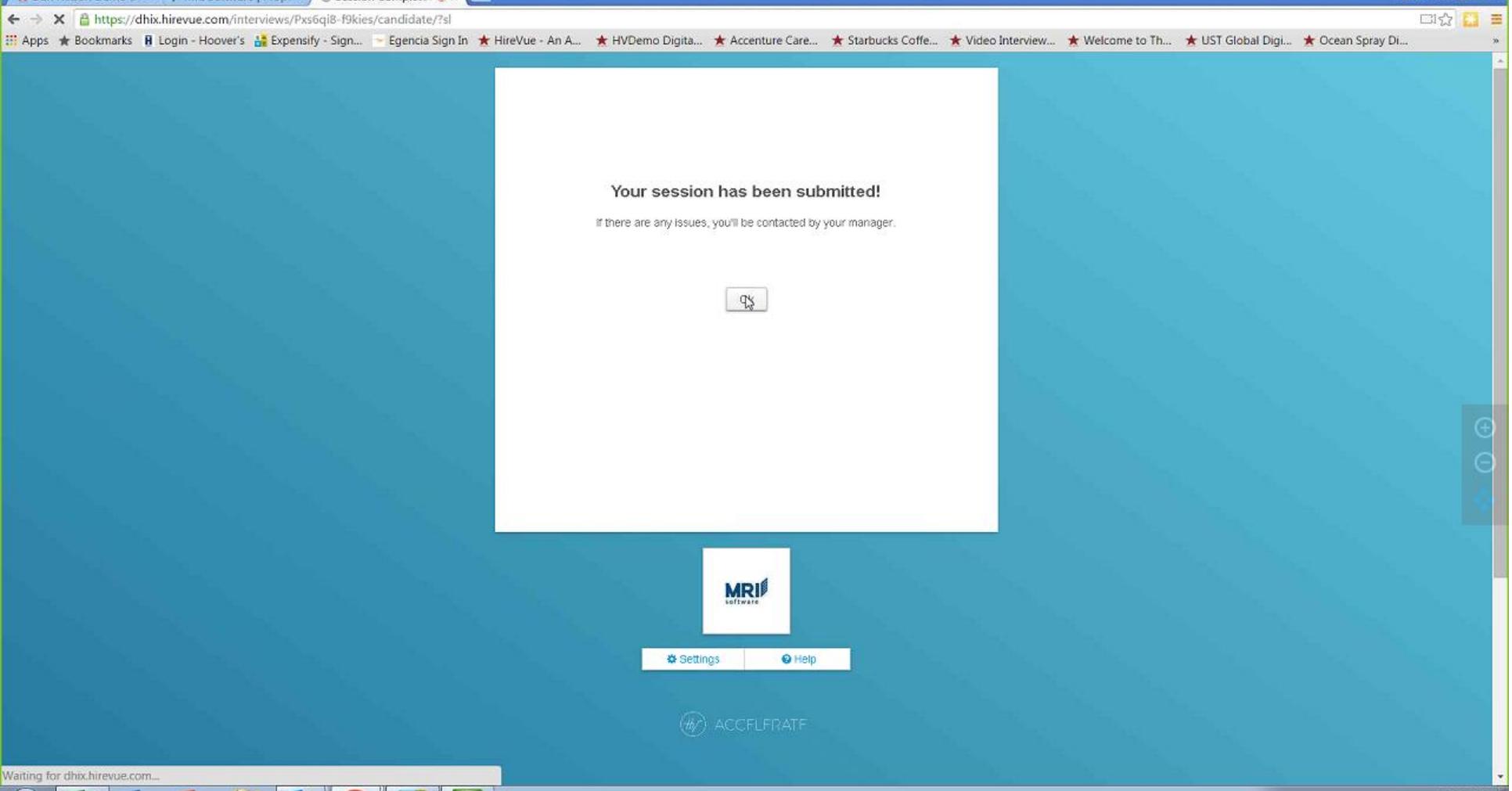
Attached Insight Storytelling template is attached



Company's best practices story.

The screenshot shows a web browser window with the URL <https://dhix.hirevue.com/interviews/Pxs6qjB-f9kies/candidate/?sl>. The page is titled "Question 2 of 2" and contains the following text: "Think about a prospect that you are working with that would benefit from hearing our Multi vs. Single Stack story. Use the attached story telling template to craft your story." To the right of the text is a "Video Response" section with a "Finish Session →" button and a video player. The video player shows a man with glasses and a black shirt speaking. Below the video player is a "Hide Video" button and a microphone icon. At the bottom of the page, there is an "MRI software" logo, "Settings" and "Help" buttons, and an "ACCFLEFRATE" logo. The Windows taskbar at the bottom shows various application icons and the system tray with the time 11:49 AM and date 2/2/2016.

Salesperson records themselves delivering their version of the story.



After recording themselves (six times?) they click submit

<https://dhix.hirevue.com/a/#/positions/112407?tab=candidates&cs=aa>

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[Show More](#)

[USERS](#)
[REVIEWERS](#)
[SESSION SETUP](#)

All Active (7)
 Session Completed (7)
 In Review (0)
 Needs Review (0)
 On Hold (0)
 Needs Improvement (0)
 Gold response (0)
 Archived (0)

Edit columns (7/7) Filter users [Filter](#) [Compare](#) [Upload](#) [Manage Users](#) [Add](#)

Name	Actions	Status	Reviewers	Language Analysis Engagement / Motivation / Distress	Avg Score	My Recommendation
Sodavy Sok		Complete completed 4/16/14	4 Complete of 3 Assigned		★★★★☆	Exceeds Expe...
Kayte Mares		Complete completed 4/16/14	4 Complete of 3 Assigned		★★★★☆	Exceeds Expe...
Cumar Traore		Complete completed 4/18/14	4 Complete of 3 Assigned		★★★★☆	Needs Improv...
Pam Seales		Complete completed 4/18/14	4 Complete of 3 Assigned		★★★★☆	Needs Improv...
Phil Rodriguez		Complete completed 4/11/14	4 Complete of 3 Assigned		★★★★☆	Exceeds Expe...
Tara Repucci		Complete completed 4/15/14	3 Complete of 3 Assigned		★★★★☆	Needs Improv...
Daniel Banfield		Complete completed 4/17/14	4 Complete of 3 Assigned		★★★★☆	Needs Improv...

Managers dashboard

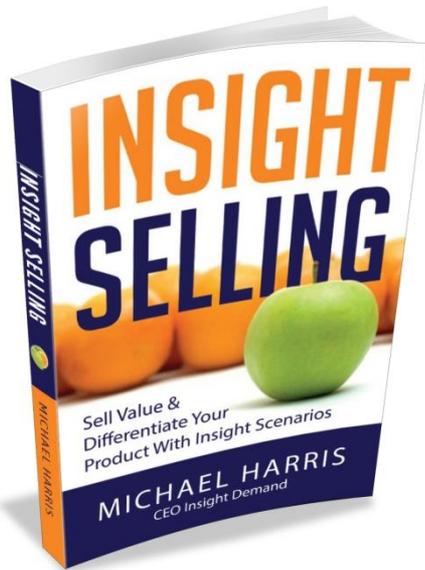
Browser tabs: HireVue Accelerate, https://dhix.hirevue.com/a/#/home, Apps, Bookmarks, Login - Hoover's, Expensify - Sign..., Egencia Sign In, HireVue - An A..., HVDemo Digita..., Accenture Care..., Starbucks Coffe..., Video Interview..., Welcome to Th..., UST Global Digi..., Ocean Spray Di...

Filter programs by name

Name	Actions	Program Type	Last Update	Sessions Completed	Sessions Reviewed	Team
Multi vs Single Stack Story		On Demand	Today	1 of 1	0 of 1	Marketing Team
Product pitch-MasterPass		On Demand	Jan 27, 2016	1 of 1	0 of 1	Marketing Team
Transfer Services pitch and objections		On Demand	Jan 27, 2016	1 of 1	0 of 1	Marketing Team
Product Pitch- Namely Solution		On Demand	Jan 26, 2016	2 of 2	0 of 2	Marketing Team
Big Data product pitch		On Demand	Jan 22, 2016	1 of 1	0 of 1	Marketing Team
Centennial Insurance value		On Demand	Jan 20, 2016	1 of 1	0 of 1	Marketing Team
Whiteboard Story #1		On Demand	Jan 19, 2016	1 of 1	0 of 1	Marketing Team
Honeywell new product launch		On Demand	Jan 14, 2016	1 of 2	0 of 1	Marketing Team
Gaining access to key stakeholders		On Demand	Jan 13, 2016	1 of 1	0 of 1	Marketing Team
Pitch- Untitled Talent Management		On Demand	Jan 7, 2016	1 of 1	0 of 1	Marketing Team
Why is coaching important?		On Demand	Dec 22, 2015	0 of 1	0 of 0	Marketing Team
objection Handling		On Demand	Dec 17, 2015	1 of 1	0 of 1	Marketing Team
Nutrition and Food Technologies		On Demand	Dec 16, 2015	2 of 2	0 of 2	Marketing Team
Untitled Program		On Demand	Dec 15, 2015	0 of 0	0 of 0	Marketing Team
Objection Handling		On Demand	Dec 15, 2015	7 of 7	7 of 7	Team 1 (edit this)
Objection handling and product pitch		On Demand	Dec 15, 2015	1 of 2	0 of 1	Marketing Team
Storytelling Session		On Demand	Nov 23, 2015	3 of 5	0 of 3	Marketing Team
Why choose Kaiser		On Demand	Nov 19, 2015	2 of 2	0 of 2	Marketing Team
DNA Platform training preparation		On Demand	Nov 13, 2015	1 of 1	0 of 1	Marketing Team
Gaining Access to Key Stakeholders		On Demand	Nov 13, 2015	7 of 8	0 of 7	Marketing Team
Product Pitch - Coordinate		On Demand	Nov 13, 2015	2 of 6	0 of 2	Team 1 (edit this)

System tray: 11:52 AM

Overall dashboard



mharris @InsightDemand.com

The effectiveness of this exercise rests on the quality of the five stories told. Select Insight Demand to collect these stories, because we guarantee to double the quality.

[Click here for testimonials](#)