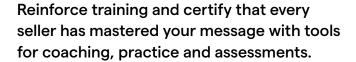


Bigtincan Coaching

Your salespeople have been trained—but are they ready?



Key features of Coaching include:

- > Video and text-based coaching assessments
- Team-wide and individual activities
- → Controlled practice field
- → Screen recording for demos and presentations
- Peer-to-peer review options
- → Time-stamped feedback and comments
- > Customized ratings, scores and feedback
- → Al-powered scoring and analysis
- Content authoring and sharing



To be great at coaching and feedback, you have to have solid assessment skills to hone in on what [reps] should keep doing, what they should stop doing, and what they need to improve on. It's all about growth and Brainshark helps us develop people at every level."

Lisa Mauri Thomas National Sales Trainer, Tactile Medical

Well-coached teams prevail when the stakes are highest.



Assess

Initiate video and text-based coaching activities to measure, score and certify rep preparedness across your organization.



Reinforce

Ensure sellers retain the information they learn during training and can demonstrate mastery of key messages.



Share

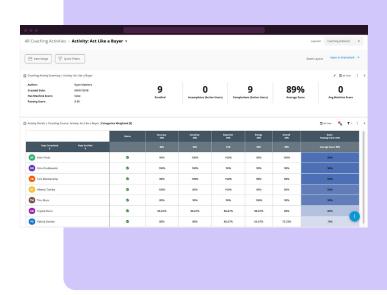
Capture and share your best video examples to foster peer learning and improve team-wide performance.

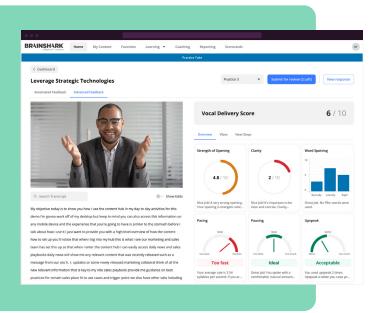
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Coaching Activities

Validate that every rep can demonstrate the knowledge and skills needed to succeed.

- Prepare: Create activities that prepare reps to have engaging conversations with buyers, deliver a strong elevator pitch, master a product demo, and more.
- Customize: Set your own custom score criteria and select multiple reviewers to rate and provide feedback.
- → Capture: Save and share the best submissions to help others learn from your top performers.
- Integrate: Provide seamless access to coaching activities right from your 3rd-party LMS.





Practice and Feedback

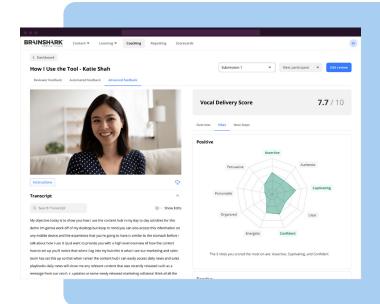
Provide sellers with a comfortable environment to improve their pitch.

- → **Practice:** Enable reps to easily record multiple takes and automatically save each video while they practice.
- Review: Help reps see themselves the way a buyer would see them as they preview each take—choosing only their best work to submit for formal review.
- Peer Feedback: Allow participants to share their takes with peers for informal feedback before submitting their response to managers.

CoachingAl

Elevate coaching and keep reps on message with Alpowered scoring and feedback.

- Score: Automatically generate a score for reps as soon as they submit their practice video—without having to wait on managers to review.
- → Analyze: Uncover actionable insights into a rep's coverage of key topics, vocal clarity, tone of voice, pace, and other metrics captured from their performance.
- Streamline: Save time and scale coaching using Alpowered scores as benchmarks to prioritize feedback.



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