

## **Guide to Measuring Performance and Engagement**

Use with "Beyond Problem-Solving to Opportunity Creation"

**Purpose:** To measure the effectiveness of the presentation in terms of knowledge retention, engagement, and action planning.

**Format:** A combination of qualitative and quantitative questions, with space for additional feedback.

**Instructions:** Please complete this guide to the best of your ability. Your honest feedback is valuable in helping us improve future presentations.

### **Part 1: Knowledge Retention**

(True/False questions)

1. What is the main difference between problem-solving and opportunity creation?
2. Which leader is mentioned as an example of someone who turned challenges into opportunities?
3. What are three key strategies for spotting hidden possibilities amidst challenges?
4. What does the author recommend as a first step for individuals interested in developing an opportunity mindset?

### **Part 2: Engagement**

(Rating scale questions - On a scale of 1 (strongly disagree) to 5 (strongly agree)).

1. How much did the presentation resonate with you?
2. How clear and engaging were the speaker's delivery and presentation style?
3. To what extent did the examples and stories used in the presentation help you understand the concepts?
4. Did the presentation make you think differently about how you approach challenges in your own work or life?

## Part 3: Action Planning

(Open-ended questions)

1. Identify one key takeaway from the presentation that you plan to implement in your work or life.
2. What specific action steps will you take to put this takeaway into practice?
3. What additional resources or support might you need to successfully implement your action plan?

### Additional Feedback:

Please feel free to share any other thoughts or feedback you have about the presentation. This could include suggestions for improvement, topics you'd like to learn more about, or questions that remain unanswered.

Thank you for your participation!

*At Riodatos, we specialize in implementing these strategies to their fullest potential. If you're looking to improve your sales efforts and achieve excellence within 90 days, consider partnering with us. Our expertise in dealer optimization, strategic incentives, and comprehensive marketing support is designed to elevate your channel sales to new heights. Contact us to start your transformative journey today. <mailto:info@riodatos.com>*