**Checklist for applicants to become an accredited coach to run workshops on David Parmenter’s methodologies**

Due to the nature of the role, accredited coaches need to have certain experience and a detailed skill set.

If you can answer “yes” to at least 12 of the 16 questions, please send a detailed CV and this completed checklist to David Parmenter at [parmenter@waymark.co.nz](mailto:parmenter@waymark.co.nz).

If you cannot, candidates should look to “close the gaps” and make contact when this has been achieved. In the meantime, please review David Parmenter’s published work on [davidparmenter.com](http://davidparmenter.com) and his LinkedIn page

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| Required skill |  |
| 1. Have worked in management positions in a decision-making role for over 5 years | Yes No |
| 1. Have worked in a “Blue Chip” organization with international connections | Yes No |
| 1. Have worked in an international consultancy firm | Yes No |
| 1. Are over 35 years of age (unlikely that anyone younger with have the desired mix of skills and experience) | Yes No |
| 1. Have academic qualifications | Yes No |
| 1. Have successfully sold new concepts to the C-suite | Yes No |
| 1. Have received training in delivering presentations | Yes No |
| 1. Have delivered full-day workshops to over 30 attendees | Yes No |
| 1. Confident presenter who has received good ratings | Yes No |
| 1. Good at storytelling | Yes No |
| 1. Have good acting skills (a good presenter’s skill) | Yes No |
| 1. Are calm under pressure | Yes No |
| 1. Works confidently with presenting technology (notebooks, data shows, etc.) | Yes No |
| 1. Have experience in some of David Parmenter’s areas of mastery, see [davidparmenter.com](http://davidparmenter.com). | Yes No |
| 1. Good command of English and the local language of intended markets | Yes No |
| 1. Have keep up-to-date in the performance management space | Yes No |