

Qualifications Checklist *(check all that apply)*

This quick self assessment will help you determine if you have a good foundation of the basics of PC operation in order to be successful in presenting and selling Twigs.

PC Perspective

- I have a general appreciation for the role of the personal computer in people's lives, particularly with respect to accessing the Internet to communicate and to gather information.
Why is this important? Much of the benefit of Twigs is in helping people better utilize their PC

PC Experience

- I have at least some first-hand experience with the frustration and annoyances associated with using typical software applications.
Why is this important? To be able to understand and empathize with the concerns and attitudes of those you're presenting Twigs to.

Computer Basics

- I understand that there are PCs and there are Macs -- and that they're a bit different.
Why is this important? Twigs runs on PCs — and not on Macs.

Operating System

- I have a general understanding of the difference between the role of the PC's operating system (Windows XP, Vista or Windows 7) – which comes installed on every PC – and the software applications that are added to the PC to enable it to do different things.
Why is this important? To be able to generally distinguish the features of Twigs from those of the O/S.

Browser(s)

- I am comfortable running a browser to access the Internet for the purpose of locating information of interest ... basic searching, selecting text passages, printing, etc.
Why is this important? To easily demonstrate the basic information gathering capabilities of Twigs.

Mouse Basics

- I am comfortable using a mouse and scroll wheel to control the PC's cursor ... and also with basic drag and drop operations (highlight, drag, drop).
Why is this important? The most effective uses of Twigs involve both scrolling and drag/drop actions.

Display Basics

- I basically understand what a screen pixel is ("picture element") and know that computer displays are available in different widths, like 1024 pixels, 1280 pixels and so forth.
Why is this important? With an understanding screen pixel dimensions, Twigs is just easier to present.

Installing Software

- I generally understand the process of installing new software by either
(1) putting a CD in a drive and following the onscreen instructions, or
(2) downloading the software and double clicking on the setup.exe file
Why is this important? These are the two different ways Twigs can be installed.

Windows Explorer

- I know – or am willing to learn – how to use Windows Explorer to inspect the location of files on a PC's hard drive using the disk directory.
Why is this important? Simply to be able to assist a customer in confirming that the software components of Twigs are correctly installed. Note that this is about as technical as it gets in selling Twigs!