

Annex 1

Role Play Resources



Better Futures Communication Roleplay

Time: 30 minutes

Objectives: Stimulate creativity and entrepreneurial mindset, effective communication, time management

Materials: Slips of paper with potential products or services for the sales pitch.

Preparation: Explanation of the pitch speech

Activity: (30 minutes)

1. The person is shown the video 'The Magic Whiteboard' from the Dragon's Den. (8 minutes)

This is a reality television show where entrepreneurs present their new ideas and inventions to 5 millionaires (the Dragons) who are investors in venture capital. They must convince at least one project to invest in their precise amount. If no dragon is ready to invest, the contractor fails.

Link to video: <https://www.youtube.com/watch?v=QvguJJNiA> (Start at 2:00)

2. The activity is introduced: (2 minutes)

- Imagine that you are a contestant on the 'Dragons Den'
- Choose one slip of paper. The paper has a product or service that you have to sell to the 'Dragon'.
- Spend 10 minutes preparing the sales pitch that you would give to the dragons.

Possible things to consider: idea generation, business analysis, product development, test marketing, budget, cost, what investment is needed, how the project is progressing, commercialisation, etc.

- Present your pitch to me as if you were on the Dragons Den. Your pitch cannot be longer than 5 minutes.

When you present, I (the assessor) represent the Dragons. I will hear about some amazing ideas; some are great successes and some are embarrassing flops! Am I in or out?

The goal of the Dragons' Den is simple - make as much money as you can! I must decide if each invention is a Goldmine, a Success or a Flop, and make an investment.

3. The participant presents and then answers a number of questions on the sales pitch. (10 minutes)

4. The participant is then given the following self-assessment to be filled in (or discussed verbally): (maximum 10 minutes)
 - a. How would you evaluate the activity? Was the exercise was easy or difficult. Why?
 - b. How did you feel during the role play? Were you satisfied with their pitch? Why / Why not?
 - c. Would you change anything again? If so, what?
 - d. Are there any of your communication skills that you feel could be improved (think about non verbal as well as verbal)? What would you like to improve and learn?
 - e. What kind of expertise/experience you have for the communication competence? Provide examples of recent practice.

Possible prompts for questioning:

- What do you think of x?
- What's your view of x?
- Are you for or against x?
- As you've pointed out . . .
- I think you should bear in mind / keep in mind that . . .
- I take your point ...
- I see what you mean, but . . .
- To some extent, I agree with what you are saying. And yet . . .
- That's right, but . . .
- I have to disagree with you about that
- I'm afraid I can't agree with you
- May I raise an objection?
- I do not share your views on this
- I don't see it that way
- Our views differ
- It doesn't seem right to me
- I don't think that's a very strong / powerful / convincing argument
- That's not the point / That's beside the point
- It's totally irrelevant
- I think there is one key fact that you have overlooked
- Aren't you overlooking the fact that . . . ?
- I'm afraid this is putting it too strongly / this is going too far

Assessment:

The assessment comprises of both an assessment by the organisation and a self-assessment as described in the Tables below:

| Requirements | Points available | Points given |
|--|------------------|--------------|
| Spoke for a reasonable length (minimum 5 mins). | 1 | |
| Spoke clearly and audibly. | 1.5 | |
| Made eye contact*, did not read a text, spoke from notes (a certain amount of hesitation/self-correction is understandable). | 2 | |
| Language errors did not prevent the message from getting through. | 1.5 | |
| Dealt with any new questions from the assessor. | 2 | |
| Showed evidence of creativity, initiative, and new ideas. | 2 | |
| Final result : | 10 | |

*It is understood that eye contact may not be culturally acceptable and therefore may not be used.

| Self- Assessment Questions | Points available |
|---|------------------|
| How would you evaluate the activity? Was the exercise was easy or difficult. Why? | 2 |
| How did you feel during the role play? Were you satisfied with their pitch? Why / Why not? | 2 |
| Would you change anything again? If so, what? | 2 |
| Are there any of your communication skills that you feel could be improved (think about non verbal as well as verbal)? What would you like to improve and learn? | 2 |
| What kind of expertise/experience you have for the communication competence? Provide examples of recent practice. | 2 |
| Total | 10 |

Scoring:

Please note, scoring is only a guideline but may support to consider if the participant is ready for the course:

| | |
|-------|---|
| 14-20 | Ready for our course |
| 0-13 | Perhaps should be recommended for further courses training (e.g: Business Fundamentals: Effective Communication) |

