ROLE PLAY PREP STRATEGIES

Preparation = Success
FIRST STEPS
- Study performance indicators for your event - KNOW the vocabulary
- Begin researching current events and trends in your industry or event category
- Preparing for your test is ALSO preparing for the role play - it's the same Performance Indicators

READY TO PRACTICE A ROLE PLAY
- Determine a preparation method that works for you
- Schedule time with someone who will be your judge

PLAN FOR 21ST CENTURY SKILLS
- How will you incorporate these skills (Creativity, Communication Skills, Problem Solving, & Overall Impression) - they make up a large number of points on the rating sheet
- Creativity is King!

USE YOUR PREP TIME WISELY

Option One

<table>
<thead>
<tr>
<th>Introduction</th>
<th>PI #1</th>
<th>PI #2</th>
<th>PI #3</th>
<th>PI #4</th>
<th>PI #5</th>
<th>PI #6</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3</td>
<td>4</td>
<td>2</td>
<td>1</td>
<td>5</td>
<td>6</td>
</tr>
</tbody>
</table>

Trends, Details etc. to add

- Introduction: who are you, what is your task, who are you presenting to
- Each PI should be written out - list key elements of the role play that relate to the PI
- For each PI be sure to explain any items that are important to your solution to the task
- Decide the order that you should present the PI's - be sure this is logical to the task you have been asked to solve
- Number the PI order that you want to present them
- What current trends or events in your industry can you add as support for your solution? Add those on the bottom
- On a separate piece of paper prepare a visual, chart, graph, or illustration to support your solution

NOTE: in this option Numbers are the order you want to present to judge

Option Two

<table>
<thead>
<tr>
<th>Write out who you are, what your task is and who you are presenting to</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. 2. 3. 4. 5. 6.</td>
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</table>

<table>
<thead>
<tr>
<th>Solve your task here:</th>
</tr>
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<tbody>
<tr>
<td>1</td>
</tr>
<tr>
<td>2</td>
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<tr>
<td>3</td>
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<tr>
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<td>5</td>
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</tbody>
</table>

SWOT - Chart - Graph - Illustration

- Read only the first paragraph of the role play - write a quick sentence describing who you are at the top of the page
- Write all PI's next - use abbreviations and short hand to save time
- Read the rest of the role play
- Solve the task - write out your thoughts about how to solve the situation - write these in center of page leaving space between each thought - use phrases and key words rather than sentences
- Match each piece of your solution with the PI that is relevant & number them
- If there is a PI that is not fully developed or missing, add that somewhere in your solution
- Now add any political, economic, social, technology, legal or environmental considerations that can be added
- Can you use a SWOT? Can you use a chart, graph, illustration?

NOTE: in this option Numbers correlate to PI numbers
HINTS, TIPS, & GUIDELINES

BOOST YOUR SCORE
- You are awarded points for how effectively you answer the PIs AND for creativity, problem solving, reasoning skills, and how you communicate
- Create a pre-set list of concepts/ideas/analyses that you can talk about to create a powerful role play - these can be key business concepts that may apply to most business situations (4 Ps of Marketing, Unique Selling Point, Basic Economic Concepts, Risk/Reward, Profit Margin, Management Styles, etc)

MAKE YOUR SOLUTION STAND OUT
- Determine your solution to the situation THEN decide where the performance indicators fit into your solution
- While preparing your PI's ask yourself why the judge's role would care about the PI - this will help formulate your answer to the problem
- Most role plays do not require a chart but almost all situations have some element that can be enhanced by showing a relevant relationship in your role play (bell curves, break-even graphs, etc.)
- Make sure your solution is relevant - are you analyzing the problem in a unique way - think beyond the obvious
- Comprehensive, multi-part plans are more impressive - that is how the real world operates
- CAUTION: don't add too much to your presentation, only add what works with your role-play situation

STAND OUT TO YOUR JUDGE
- Adding concepts, trends etc. will help provide context for your judge and will make you seem more informed (having your pre-set list of go to's will help you)
- The role play begins as soon as the judge can see you approaching
- The introduction should include: a handshake, explain the purpose of the meeting
- Be sure to explicitly state the PI and be clear when you are moving on to the next PI - state it explicitly also
- Create an "agenda" of your presentation to hand to your judge - now they can follow along with you

GENERAL TIPS
- Creating a fluid role play solution is dependent on how many practice role plays you do
- If you have practiced you will know the directions - don't spend time reading these during your prep time
- Having a clear prep strategy helps ensure a solid role play and better use of your time
- Use abbreviations and shorthand to save time during prep - don't try to write out a script or sentences
- Lots of practice will help you become more efficient and boost your confidence
- Try judging as many other member's role plays to help you understand the other side of the table
TRAINING TIPS

PREP TIME

ROLE PLAY 2 MINUTES
SOLUTION & PERFORMANCE INDICATORS 6 MINUTES
ADDITIONAL SUPPORTING IDEAS 2 MINUTES

- 1 minute - read first paragraph and write out who you are, what your task is and who you are presenting to
- 1 minute - record the PI's
- 5 minutes - read rest of role play and write out your solution
- 1 minute - identify where in your solution each PI should be discussed
- 1 minute - identify key business concepts, current trends, etc. that can add to your solution explanation
- 1 minute - create additional SWOT, charts, graphs, illustrations, etc. to support your solution

FIND YOUR STYLE

Success in role plays is a combination of having a great solution to the problem AND how you deliver the solution

Remember you are trying to SELL your idea to the judge - be persuasive and provide justification

Role plays are more than a presentation - it is acting out a role and telling a story

BE YOU - if you are a naturally funny person, use humor; if you are a very statistical, logical person, use that; if you are artistic, use that in your solution

Smile - Use and be aware of your body language - Speak with articulation and volume - Read your judge and be responsive