MAKE THIS YOUR MOMENT

EFFECTIVE TEAM ROLE PLAY PREPARATION

VIRGINIA DECA
**PRESENTATION FORMAT**

**Partner A**
- Introduction
- Performance Indicator 2
- Performance Indicator 4
- Performance Indicator 6
- Conclusion

**Partner B**
- Performance Indicator 1
- Performance Indicator 3
- Performance Indicator 5
- Performance Indicator 7

**PREPARATION TIME PLAN**
**30 MINUTES**

- **Case**
  - 2 minutes

- **Solution**
  - 8 minutes

- **Performance Indicators**
  - 20 minutes
MINUTES 0 – 2
CASE

- Read the Case
- Record IMPORTANT Information
  Your Position
  Judge’s Position
  Company
  Task that you are asked to complete
  Trends/Recent Events in the Company
  Other Important Information

- Write out ALL PERFORMANCE INDICATORS on separate piece of paper
  Leave some space between each PI - this will help you map your solution and guide your presentation later
MINUTES 3-10
SOLUTION

The goal of the role-play is NOT to simply talk about performance indicators - a concrete solution to the task must be presented and explained within the context of the performance indicators.

- Determine a solution to the given task ie: create a promotion plan, provide recommendations on a proposed idea, provide analysis of a situation, etc.

- Ensure that your solution is COMPREHENSIVE
  - Your solution should have multiple elements to address all aspects of the task
  - Be Creative! A unique solution will help you stand out from your competitors.
MINUTES 3 - 10
SOLUTION

The goal of the role-play is to create a solution for the task

Your task is usually in the last 1-2 paragraphs of your case study

The venture capitalist (judge) wants you to add a social responsibility goal to your proposal surrounding the food desert neighborhoods in your service area. The venture capitalist (judge) wants you to determine:

- How HIGH CHAIR DELIVERY can service the low-income residents with babies living in food desert neighborhoods
- Reasons including service to low-income residents in food deserts is important
- Reasons why social responsibility is important
- How social responsibility will affect the image and positioning of HIGH CHAIR DELIVERY

You will present your social responsibility information to the venture capitalist (judge) in a meeting to take place in the venture capitalist’s (judge’s) office. The venture capitalist (judge) will begin the meeting by greeting you and asking to hear your ideas. After you have presented your ideas and have answered the venture capitalist’s (judge’s) questions, the venture capitalist (judge) will conclude the meeting by thanking you for your work.

- Determine the KEY ASPECTS to your solution
  - Coordinate aspects for a cohesive solution

- Decide which KEY ASPECTS you will talk about in each PI
  - Utilize that list of PIs to assign key aspects to various PIs
  - Explain or emphasize a different part of your solution within each PI
MINUTES 3 – 10
SOLUTION

Each PI does not necessarily need to have a new Key Aspect, you can expand on a previous Key Aspect within the context of the new PI.

- The order in which you present the Key Aspects of your solution should be LOGICAL and FLOW WELL.
- CONNECT your Key Aspects and RELATE them back to your overall solution.

<table>
<thead>
<tr>
<th>Solution</th>
</tr>
</thead>
<tbody>
<tr>
<td>PI #1</td>
</tr>
<tr>
<td>Key Aspect A</td>
</tr>
<tr>
<td>PI #2</td>
</tr>
<tr>
<td>Key Aspect B</td>
</tr>
<tr>
<td>PI #3</td>
</tr>
<tr>
<td>Key Aspect B</td>
</tr>
<tr>
<td>PI #4</td>
</tr>
<tr>
<td>Key Aspect C</td>
</tr>
<tr>
<td>PI #5</td>
</tr>
<tr>
<td>Key Aspect D</td>
</tr>
<tr>
<td>PI #6</td>
</tr>
<tr>
<td>Key Aspect E</td>
</tr>
<tr>
<td>PI #7</td>
</tr>
<tr>
<td>Key Aspect F</td>
</tr>
</tbody>
</table>
MINUTES 11 – 30
PERFORMANCE INDICATORS

Tackle your Introduction, Performance Indicators, and Conclusion!
Focus on the key aspects of your solution

The Introduction should include the following:

- Your Position
- Judge’s Position
- Company
- Trends/Recent Events in the Company
- Task that you are asked to complete
- YOUR Solution
- Other Important Information
- Performance Indicators

The sheet that you have already prepared listing the PIs and Key Aspects can be used to refer to in the introduction

Leaving the sheet between you and your partner throughout the role play will help with smoother transitions
MINUTES 11 – 30
PERFORMANCE INDICATORS

Performance Indicators Format

Transition
Definition
Real-Life Example (optional)
Explain how PI relates to case
Explain Key Aspect
Relate back to overall solution

Conclusion should include the following:

- The task
- Summary of your solution in relation to the task
  - summary of key aspects
  - consider the order that the key aspects were presented in during the PIs
  - restate the key aspects in a logical order
- Thank the judge and ask if they have any questions
Using 26 Minute Prep Time

This method will result in increased efficiency for developing a solution, key aspects, and the performance indicators, allowing for better time in competition.