

**My role:** Assistant Manager  
**Judges role:** Owner  
**Company name:** ABC Restaurant

### **I. Strong open:**

- **Give a thank you for their time**
  - I appreciate your time...
  - I am excited to present...
- **Transition to situation and recommendations**
  - My understanding of the assignment...

### **II. Describe the situation and recommendations:**

...is that based on...

- One (major fact from role play)
- Two (major fact from role play)
- Three (major fact from role play)

...we want to...(develop a promotion plan to ...)

To accomplish this I recommend a three-prong approach (**Tell them what you're going to tell them**):

1. First...which will...
2. Second...which will...,and
3. Third...which will...

These recommendations are based on my understanding of:

1. **(Performance Indicator #1)** The nature of staff communication
2. **(Performance Indicator #2)** Nature of positive customer client relations
3. **(Performance Indicator #3)** The relationship between business and society
4. **(Performance Indicator #4)** Personality traits important to a business
5. **(Performance Indicator #5)** Foster positive working relationships

### **III. Detail the recommendations, costs, benefits, timeline, and measurement: (Tell them):**

1. (Verb) Create...which will cost...and will provide...This will occur...and will be measured by...
2. (Verb) Implement...which will cost...and will provide...This will occur...and will be measured by...
3. (Verb) Buy...which will cost...and will provide...This will occur...and will be measured by...

4. (Verb) Develop...which will cost...and will provide...This will occur...and will be measured by...
5. (Verb) Enhance...which will cost...and will provide...This will occur...and will be measured by...

**IV. Strong close: (Tell them what you told them):**

▪ **To summarize, I recommend we**

1. **(Performance Indicator #1)**
2. **(Performance Indicator #2)**
3. **(Performance Indicator #3)**
4. **(Performance Indicator #4)**
5. **(Performance Indicator #5)**

Use strong transitions and summarize what you told them

**V. Thank You/Follow Up**

- **Thank them for the opportunity**
- **Follow up with a written report by the end of the day, including:**
  - Recommendations
  - Costs
  - Timing
  - Measurement tools

**My role:** Manager  
**Judges role:** Owner  
**Company name:** ABC Restaurant

**I. Strong open:**

- **Give a thank you for their time**
- **Transition to situation and recommendations**

**II. Describe the situation and recommendations:**

- List major facts from role play
- I recommend a three-prong approach (**Tell them what you're going to tell them**):
  1. First...which will...
  2. Second...which will...,and
  3. Third...which will...

These recommendations are based on my understanding of:

1. **(Performance Indicator #1, described)**
2. **(Performance Indicator #2, described)**
3. **(Performance Indicator #3, described)**
4. **(Performance Indicator #4, described)**
5. **(Performance Indicator #5, described)**

**III. Detail the recommendations, costs, benefits, timing, and measurement: (Tell them):**

1. (Verb) Create...which will cost...and will provide...This will occur...and will be measured by...

**IV. Strong close: (Tell them what you told them):**

- **To summarize, I recommend we...**
- **Thank them for the opportunity**
- **Follow up with a written report by the end of the day**, including recommendations, costs, timing, and measurement tools

## **Creating Your Role Play Slides**

### ***Slide 1:***

Title

Name, Role, Company, Judges Role

### ***Slide 2:***

Strong Open

Creative – Catch Attention

Possibly Introduce Overall Theme

### ***Slide 3:***

Description of the Situation

I understand this to be the situation...

Facts from the Role Play

Ask to Confirm Accuracy

### ***Slide 4:***

Agenda

PI's 1-5

Tie to the Actual Role Play

Leave this Slide Out

When describing strategies, refer to how they fit into the agenda

### ***Slide 5:***

Objectives and Recommendations

Measureable Objectives with Strong Activities/Strategies to Accomplish

List Form

Tie to PI's From Agenda

### ***Slide 6-9 Approx***

Detail Each Recommendation

Details

Mock Ups

Statistics that Support

### ***Slide 10***

Budget

Budget Chart

### ***Slide 11***

Measurement/ROI

How will you know if you are successful?

ROI Chart

### ***Slide 12***

Summary

Tell them what you told them

Reinforce PI's

### ***Slide 13***

Questions

Follow Up

Business Card