

## Activity 7.2: Senior Leader Role-Plays— Student Instructions

### Small Business Senior Leader Roles and Responsibilities

As a Small Business Senior Leader one of your many roles and responsibilities is to work with other senior leaders on boards and panels, as well as to advise your organization's leadership on small business matters in acquisitions, policy, and strategic initiatives. Often in doing so you must exercise your political savvy, influence, and persuasion skills to negotiate with others to get them to consider changing their positions as they attempt to get you to change yours. Although these discussions and negotiations could be considered a zero-sum game, in reality, they are complex interactions that can produce win-win outcomes.

#### **Purpose:**

Develop your position for a series of scenarios and participate in discussions with other senior leaders within your organization to advocate and gain support for your position.

#### **Instructions:**

You will be split up into groups of three for this activity. There are three scenarios (1, 2, and 3) for the activity. In each scenario, one team member will play the role of the Small Business Senior Leader. This role will rotate until each team member has played the role of Small Business Senior Leader in a scenario.

Once you are in your group of three, designate each member by letter from A to C. These letters will designate the roles you will play in each scenario. Refer to the "Scenario Roles Assignment" chart for you role play assignment.

As directed by your instructor, follow these directions:

1. Access and review scenario number 1.
2. Based on your team member role (A, B, or C) for the scenario, review your role to learn about who you are, your goals and objectives during the scenario, and how strong your commitment is to achieving the results you seek.
3. Participate in the role-play. Although your aim is to achieve your immediate goals and objectives, consider your long-term goals and the long-term implications of any moves you make during the discussions.
4. Answer the questions that follow each role-play scenario and be prepared to discuss your answers during the debrief discussion that will follow each role-play.
5. Repeat the steps above for scenarios 2 and 3 as directed by your instructor.