

## Activity 7.2: Senior Leader Role-Plays—Scenario 2

### Scenario 2 - Emerging Legislative Changes

#### Background

The director of your organization is expected to speak at an upcoming industry day that will include large and small businesses. He will be giving an overview of the organization, along with expected opportunities for the next five years.

He also will be taking questions from the audience on a variety of topics, and it is your job as the Small Business Senior Leader in his organization to help prepare him for questions that industry may ask about small business matters. One of the areas that is generating a great deal of interest and concern is the Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) program. The Senate Bill S. 2793, SBIR/STTR Reauthorization Act of 2016 will change the amounts allocated for the SBIR program from 2.5 percent to 5 percent for the Department of Defense (DoD) and the STTR program from .45 percent to 1 percent over the next several years. There has been a lot of discussion about the legislation among research organizations who claim this increase will take away shrinking DoD dollars from much-needed basic research.

The director has scheduled a meeting for tomorrow morning during which he expects to be briefed by the Small Business Senior Leader on talking points and anticipated questions and answers from industry day participants about the Senate bill. The director's Chief of Staff will also be attending the meeting.

**Note:** See the SBIR/STTR Article file for additional information.

#### Scenario 2 Questions

1. During the analysis what information from the scenario did you consider in making your recommendations?
2. What new information did each role introduce during the scenario discussion? In what ways, if any, did new information change the dynamics of the discussion?
3. What alliances, if any, formed during the discussions? How did they affect the dynamics of the discussion?

