Interesting Me – Interesting You
(A Networking and Elevator Exercise - Dr. Barbara D. Davis)

Two fishbowls with specific role play positions are prepared before class. Positions include (modify as needed):

Prospective employee   *Prospective employer*   *Different level manager/supervisor*

Co-worker   *Manager*   *Neighbor (management level position)*

Dean   *Clergy*   *Relative (Mother/Father; Sibling/other relative)*

Elevator speeches with introductions are covered in class prior to this activity. Information covered includes appropriate content of elevator speech and introductions (as defined in lecture/text), delivery (speech/grammar), accuracy of information/introductions, nonverbal communication (posture, eye contact, etc.), and time to complete elevator speech and introductions (30 to 60 seconds each).

Students are placed in groups of three for this exercise. Two students pull positions, one from each of the two different fishbowls. One fishbowl is labeled employee/employer and the second fishbowl is labeled "other." The third student must role play the position not pulled, which would be either the employer or the employee. Since students are randomly selected, the order of selection determines which bowl they will pull from as well as who gets the default role play position. All position slips are folded to prevent peeking.

The student who has the prospective employee role play position will perform the elevator speech pretending he or she bumped into a prospective employer. The elevator speech must include information about the prospective employee as well as information about the prospective employer. After watching carefully, the third student ("Other" designation) will join the conversation toward the very end of the elevator speech pretending to be a co-worker/manager or some "other" acquaintance. Then, the student performing the elevator speech will have to determine an appropriate time to break conversation and introduce the "Other" designated person who joined the conversation and the prospective employer to one another. The prospective employee's introduction must now include information about the prospective employer and the person who approached them when introducing the two individuals to each other.

Students draw position slips as they are called upon to participate in the activity. This ensures they are paying attention to the activity and prevents distraction of being occupied with planning what they are going to say before being called upon. Depending on the time, students can be regrouped to perform different role play positions.

Every student participating in the role play is graded on the criteria within the rubric. Students role playing person A (Employee) are assessed twice since the Employee position requires the student to perform the **elevator speech** as well as an **introduction**. Use different color ink to differentiate the rating for the elevator speech from the introduction on the same rating line for the Employee. Ratings for students role playing the Employee are averaged, while ratings for students role playing the Employer or "Other" are not.

This activity helps students develop their elevator speeches as well as provides practice on how to handle various introduction situations.

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Grading Rubric Example

NAME	POSITION (EE, ER, O)	RATINGS (1 to 5 with 1 = lowest and 5 = highest, NA = Not Applicable)				
		Content (EE, ER, O)	Delivery (Speech/Grammar)	Accuracy (Intro Order)	Nonverbal	Time (30 – 60 sec.)
Student A	EE	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
Student B	ER	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
Student C	O	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
		1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
		1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
		1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
		1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
		1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
		1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
		1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
		1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
		1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
		1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
		1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
		1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA
		1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA	1 2 3 4 5 NA

KEY: EE = Employee   ER = Employer   O = "Other"
NOTE: Time ratings for 30-60 seconds = 5; Less than 30 seconds or over 60 seconds = reduced rating