



# Animation support note

## Context and logistical details

Date of the roleplay:

Location of the roleplay:

Name of the entrepreneur:

## Subject of the roleplay scene

Roleplay's global context:

Subject of the scene:

## Questions for self-confidence

The self-perception and the self-confidence of an entrepreneur are personal and depend on the entrepreneur in himself/herself. Therefore, they are difficult to assess. A possible way to assess self-perception is to include challenging questions during the role-plays (ex; the role-model asks "do you feel able to..? can you really offer what you propose..?")

The questions below helps you to assess the self-confidence of the business manager

- *How did you feel during this exchange?*
- *Did you feel confident and at ease?*
- *What do you think were your strengths during the interaction?*
- *What is your main impression on how you dealt with the expert?*



## How to use the analysis grid

In the observation report, you are asked to observe and note the entrepreneur’s posture and behavior. The grid below helps you to choose the right note for each topic. Notes are given on a scale from 1 (overall “good” performance) to 3 (overall “poor” performance). You will be given a blank grid during the animation (to print).

	Evaluation settings	Definition	Notation	What note to give? A short guideline
Entrepreneur's posture	Eye contact	Eye contact of the entrepreneur regarding its interlocutor	3 possible choices 1 Controlled posture 2 Average controlled posture 3 Needs to work on posture	Explication of the choices 1. The business manager has a strong visual contact with the expert, he does not avoid eye contact. 2. The business manager exchange some looks with the expert but sometimes he avoids eye contact (is looking at the ground sometimes or behind the expert) 3. The business manager doesn't look at the expert, he constantly avoids eye contact.
	Language	Elocution, speed of speech, volume etc...	3 possible choices 1 Controlled posture 2 Average controlled posture 3 Needs to work on posture	Explication of the choices 1. Good clear speaking in public, involving voice control, pronunciation, the business manager speaks with a good rhythm (speed), we don't feel stress or anxiety in his/her voice. 2. Clear speaking in public, but pauses or silences during the speech, rhythm can be irregular, we can notice some language tics. 3. Irregular elocution, low volume of voice, irregular rhythm, we can feel stress in the voice. A lot of language tics.
	Physical gesture	Body language of the entrepreneur during the interaction: use of hands gestures, nervousness etc....	3 possible choices 1 Controlled posture 2 Average controlled posture 3 Needs to work on posture	Explication of the choices 1. Speech includes body language to picture thoughts, explanation using hands gesture, head nodding but no parasite/undesirable movements. 2. Speech includes body language, but we can see some parasite/undesirable gestures (stressful gestures with hands etc..) 3. No body language to complete the speech, many parasite/undesirable movements and nervous tics.



<b>Entrepreneur's behaviour</b>	Reactivity	Reacts quickly to questions of problems asked by the expert	3 possible choices  1 Controlled attitude 2 Average controlled attitude 3 Needs to work on attitude	Explication of the choices  1. Business manager answers quickly to the question and does not hesitate. 2. Business manager sometime takes time to answer questions, hesitation before the replies 3. Strong hesitation before the reply, the business manager takes a long time before to speak
	Adaptability	Capacity to adapt to a negative response or a counter argument	3 possible choices  1 Controlled attitude 2 Average controlled attitude 3 Needs to work on attitude	Explication of the choices  1. The business manager knows how to bounce back on questions, he/she can offer a solution to the questions asked and knows how to use uncertainties to build his/her argumentation. 2. The business manager knows how to bounce back on questions but sometimes he/she may show signs of hesitation and can be overwhelmed by the situation. 3. The business manager doesn't bounce back on questions or problems and can't find any solution to them, he/she endures the situation.
	Self-Initiative	The business manager goes beyond the questions asked by the expert, he/she offers new solutions or concepts without being asked.	3 possible choices  1 Controlled attitude 2 Average controlled attitude 3 Needs to work on attitude	Explication of the choices  1. The business manager is active during the exchange, he/she does not only respond to questions but extends the conversation (ask other questions and is leading the conversation). 2. The business manager asks at least one question to the expert. He/she tries to lead the exchange with the expert, but he/she cannot be considered as the leader of the exchange. 3. No self-initiative, the business manager only responds to the questions. He/she plays more a passive role . He/she does not lead the conversation with the expert.



	Persuasion/ capacity to convince an audience	The business manager shows his/her capacity to negotiate (convince) and makes a deal with the expert.	3 possible choices  1 Controlled attitude 2 Average controlled attitude 3 Needs to work on attitude	Explication of the choices  1. Very good negotiation skills, the business manager builds a solid argumentation. 2. The business manager struggles to convince the expert. Sometimes he/she is successful, but not always. 3. The business manager fails on convincing the expert and is often rejected during negotiations.
<b>Self-perception of the entrepreneur</b>	Self-confidence	Self-confidence is the identification of the person's strengths and abilities. Self-confidence gives the opportunity to entrepreneur to act for its cause and helps him dare to take action. (→ Refer to the questions in "animation support note" + self-critic of the entrepreneur after its performance)	3 possible choices  1 Good self-perception 2 Average self-perception 3 Poor self-perception	Explication of the choices  1. The business manager acknowledges all of his/her strengths and qualities, he/she felt at ease and comfortable during the exchange. 2. the business manager acknowledges some of his/her strengths and qualities, he/she did not always feel at ease during the exchange. 3. The business manager does not acknowledge his/her strengths and qualities, he/she did not feel at ease during the exchange.