



# Entrepreneur in the Classroom

## Alternative Exercise A-1: Speed Networking

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## Brainstorm Top Employee Traits: Sample

### Personal Trainer Example

- Friendly
- Good Teacher
- Certified
- Extra: Good Business Sense

# Exercise A-1: Speed Networking

Brainstorm Top Employee Traits: OUR TOP EMPLOYEE

- What do you consider a desirable job position in our area of study?
- What traits and skills do you consider to be necessary to be successful in that position?  
List a minimum of 4.

# Exercise A-1: Speed Networking

## National Opportunity

- Hypothetical Opportunity
  - New Program
  - Grant Money
  - Train Top Students to be Top Employees and Managers in Industry
  - **Your Job: Sell Yourself to the Voting Committee**

# Exercise A-1: Speed Networking

## Develop an Elevator Pitch

- **Three Parts you need to Complete:**
  - **Introduction:** Name, school you attend.
  - **Highlight Trait or School and Example:** Your strongest trait or skill from the list and an example of you using that trait or skill.
  - **Conclusion:** Summary of why the voting committee should vote for you.

# Exercise A-1: Speed Networking

Use your Elevator Pitch

- Teams A and B take your places!
- You will be either:
  - Doing your Pitch
  - Listening to a Pitch as a Voting Committee Member
- You must finish your pitch within the time limit.
- Pitch!

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# Exercise A-1: Speed Networking

## Vote and Discuss

- Vote on one person (not yourself!) based on their pitch.
- Winner:
- Runner Up:
- Discuss: What was it about their pitch that stood out?

# Exercise A-1: Speed Networking

## Conclusion

- Skills and Traits exhibited today:
  - Networking
  - Entrepreneurial Skills
    - Relationship Building
    - Confidence in Ability to Succeed
    - Flexibility
    - More traits of entrepreneurial skills found in EITC Module 1
  - Looking Ahead
    - Creativity (more on creativity in EITC Module 2)
    - Goal Orientation (more on goals in EITC Module 3)

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