

ROLEPLAY TOOLKIT

Individual Series Tips:

- When you sit down to start your roleplay prep, come with a plan of how you are going to use those 10 minutes to the best advantage possible
- Relate your roleplay to something you have experienced in your own life
- Think of your roleplay as a conversation and try to connect with your judge on a personal level.
- Immerse yourself in your role!! Sometimes that role is as a worker under your judge, and sometimes it's as your judge's boss! So make sure you
- have a clear understanding of your role and play the part!! And remember: confidence is KEY!
- Periodically step back and reflect on whether there may be better or more creative communication methods available to you
- Maintain a general breadth of knowledge so that you can include interesting information in your presentations when the prompts are released
- Review case studies, industry trends, and keep up with current events!
- Leave some time at the end for a summary and follow up.
- Researching and preparing information ahead of time helps you brainstorm and cut down on wasted prep time during your roleplay.
- Try to have at least 10 real-world examples you can use while presenting, that way, if you're stuck or need to recalibrate your thoughts, you have something to fall back on.
- Find a way to creatively weave together the PIs and the other tasks listed in the scenario, then go beyond that by thinking of any other implications of the situation. There are so many factors to consider when making business decisions like you do in roleplays, and by identifying new angles not explicitly revealed by the prompt, you will show your deep understanding of the industry and situation
- Also, consider having several visuals! Business cards, charts, graphs, etc. can all be helpful in presenting your ideas

TDM (Team Decision Making) Tips:

- Consider coordinating outfits.
- Divide speaking time evenly.
- Make sure to budget your time wisely (ex: do not talk the whole time), however this does depend on partnership dynamics.
- Practice a LOT to make sure you know how your dynamic will be during the competition.
- To begin with, brainstorm independently prior to collaborating. This way all parties have the opportunity to voice their opinion on the direction they would like to take the roleplay, prior to discussion. By doing this all members feel as if their ideas are respectively heard
- Approach the roleplay with a general strategy in mind— What ways are you going to engage the judge and “wow” them? What aren’t other people doing?
- Create and polish cues. When is your partner speaking, and how are you transitioning between speakers?
- While your partner is speaking, THE JUDGE CAN STILL SEE YOU (or at least they should)! Consider making minimal nods to show you and your partner are in agreement. Additionally, smile and continue to look enthusiastic!
- Try to keep nodding as your partner is talking as it will give some affirmation to their words and give them confidence when they glance at you

General Presentation Tips:

- Try to make eye contact 95% of the time (look directly at the judge)
- Do not read off a script
- Sit up straight
- Be confident, and practice thinking on your feet. Pretend you know the judge and it's not your first time meeting them.
- Work on looking directly into the judges eyes to simulate eye contact, research real-world examples you can incorporate in your roleplays, and think of ways you can be creative and set yourself apart. The person judging your roleplay has probably gone through dozens of roleplays. Give them a reason to remember yours.

- Don't be afraid to pause for a moment instead of using a filler word like "um".
- What sounds in your head like an eternity is actually often only a split second pause for the judge. By avoiding filler words and opting to pause instead, you show your professionalism and careful thinking
- If you ever make a mistake when presenting, don't make it obvious that it is a mistake (like pausing or freezing up). If you can't fix the mistake, it is okay as it is more important to continue with the presentation.

In-Person Conference Tips:

- Always give your judge a firm handshake, first impressions matter!
- Make sure to arrive at least 15 minutes before your event time to get collected and review your strategies
- Use hand movements!
- Smile!
- Don't script everything out. Try to maintain a conversational tone
- Be sure to sound confident even if you are unsure about what you are saying, and make eye contact with the judges!
- Give the judge some visuals to look at if possible! It creates a more personal experience for the judge, helps you communicate your ideas more clearly, and shows off your creativity!

Past ICDC Winner Tips

Credits: Blake Tretter, Shamita Bhattacharjee, Manasvi Gondi, Gavin Zhang, Ellen Xu, Aryan Dua, Sandtelle Nguyen, Skyler Campbell, Emily Nguyen, Fatima Shaik, Nitin Jaladanki, and Ruijia Gu