

MODULE 3. DECISION MAKING
IN CAREER PLANNING

**READY
TO
START**

**4. MATERIAL FOR THE ADVISOR: ROLE-PLAY
EXERCISE SCENARIO**



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4. MATERIAL FOR THE ADVISOR: ROLE-PLAY EXERCISE SCENARIO

The trainer points out to the participants that after researching themselves, their lifestyle and profession, it is time to make a choice of one option, which at that moment looks, feels or sounds best to them. Splits the participants into triads. One participant has a role of Client, another role of Advisor and the third role of observer. The roles shall be different than previously played. Give 10 minutes for the role play and 10 minutes for discussion and exchange of experiences from the exercise.

The trainer writes down the key points of the exercise on flip chart paper.

DESCRIPTION of The Client:

Marko, following the instructions and questions addressed by the Career Advisor, came to a conclusion that sales and marketing of agricultural products and driver of agricultural mechanization are very appealing as career path to him.

In the role of Marko, with the help of the advisor you have to come to a final decision about your career path.

You are more attracted to sales and marketing and you share this with the advisor.

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The final decision is the production and sale of eco agricultural products. Thank the advisor for the support.

DESCRIPTION for Career Advisor:

Marko is your client.

Marko, following the instructions and questions addressed by the Career Advisor, came to a conclusion that sales and marketing of agricultural products and driver of agricultural mechanization are very appealing as career path to him. Guide Marko to come to a final decision about his career path, using the following questions:

1. Of the two alternatives you have chosen, which one is more attractive to you? If the answer is sales and marketing, the next question is
2. What products will you sell? The answer will probably be: "those produced by the family" Followed by a question:
3. What is the volume of that production? (wait for an answer)
4. How do you imagine the marketing of those products? (wait for an answer)
5. Which customers will you address? (wait for an answer)
6. What else could you imagine doing in this matter? (wait for an answer)

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After this conversation, what is your final decision? On a scale of 1-10 how confident are you with your decision?

What will you do first to achieve your desired career path?