

## CENTRESTAGE ROLEPLAY

*Effective, Relevant, Motivating, Practical, Fun*

**H** EADLINE'S partner 'Centrestage ROLEPLAY' specialise in designing and delivering drama-based development solutions tailored to your business and employees. Whether you are a small operation or a large multi-national, you could benefit from our own dynamic brand of drama-based training

### A Major UK Food Retailer

#### The Need

As part of ongoing recruitment of high calibre graduates to join the company's management training program: To assess the abilities of candidates by putting them through a real time 'day in the life' exercise involving interviews (both face to face and by telephone) with fictitious company employees. Up to six candidates to be assessed simultaneously.

#### The Solution

Working closely with the client, run a one-day workshop involving a team of six actors to build profiles of and to role-play the various fictitious employees. Teams of three actors attended each assessment centre to role-play with delegates.

#### The Outcome

A consistent standard of characterisation ensuring that each graduate was provided with a consistent standard of response no matter which actor he or she interacted with.

### A Government Agency

#### The Need

To train employees from various parts of the organisation to be co-presenters on regularly run events dealing with complex legal issues. The aim was to help delegates see beyond the technical aspects of their role and to co-present in a supportive, empathetic and entertaining way.

#### The Solution

A light-hearted piece of forum theatre involving a terrible presenter and his equally inept co-presenter. Delegates were invited to 'direct' the action as it went along, encouraging the pair to observe the basic rules of presentation techniques.

#### The Outcome

A lot of laughter! Plus key learning points for discussion and for reflection around seeing others as they see us, and working to retain the interest and enthusiasm of delegates struggling to maintain attention levels.

*"The CentreStage ethic is realism, professionalism and flexibility. Our roleplay-based workshops provide companies with a dynamic and realistic yet completely risk-free environment for employees to learn and try out new skills, in areas such as coaching, assertiveness and presentation, leading to effective personal and professional development"*

Julian Hirst, Director of CentreStage Roleplay



## CASE STUDY 9