

DRAGONS DEN ACTIVITY

<i>Title</i>	<i>Dragons Den</i>	
Aims	For learners to understand the variety of opportunities within the retail automotive industry.	
Outcome	For each learner to be able to choose the right career based on individual skills, interests and desires.	
Resources	Profile cards for each learner Access to the internet to search job profiles on www.theimi.org.uk/autocity	
Time required	40mins	
Introduction	5mins	Introduce session and outline what learners will go away with. Ask learners to identify ground rules for the session.
Activity 1	30mins	<ul style="list-style-type: none"> • Divide the room into groups of 3 or 4 • From each group nominate 1 person to be the presenter and the rest will play the Dragons • Both the Dragons and the Presenter will be given 5-10 mins to look through the 'my profile' handout. The presenter should spend the time wisely researching which job role(s) and sector would best suit the Dragons profile going by the information provided on the sheet. • The presenter will give a presentation to the dragons encouraging them to take up a job role within the industry that is relevant to their likes and dislikes etc • The dragons have to access the strengths and weaknesses of the presenter and decide if they are convinced or not
		<p>Questions tips</p> <ul style="list-style-type: none"> ✓ Investigate the diverse range of sub sectors within the industry ✓ Look at the scope of the different job opportunities ✓ Relate the likes and dislikes of the individuals ✓ Match the individuals relevant skills to those required on the specific jobs ✓ Promote the benefits of working in the sector ✓ Tell your story, nothing inspires people more than passion ✓ Learners can use Autocity if they require more information www.theimi.org.uk/autocity
Conclusion	5 mins	Group discussion on what they have found out and learnt about the different career options. Ask learners if there are any questions and check understanding.

Profile 1

Profile 1	<ul style="list-style-type: none"> • 14 year old male currently at school choosing his options • No engagement with the sector at all • Has never considered or even thought about the sector as a career choice • Doesn't really understand what the industry has to offer
Likes	<p>Working and managing people</p> <p>Organising and planning</p>
Dislikes	<p>Unpredictable working conditions</p> <p>Theatre</p>
Hobbies	<p>Sudoku</p> <p>Socialising with friends</p>



Profile 2

Profile 2	<ul style="list-style-type: none"> • 14 year old female at school choosing her options • Is currently participating in the young apprenticeships scheme through school • Has now considered the sector as a career choice • Doesn't know much about what the industry has to offer as a career choice
Likes	Technology studies Socialising
Dislikes	Repetitive tasks Art
Hobbies	Motorsport Going out with friends



Profile 3

Profile 3	<ul style="list-style-type: none"> • 34 year old male • Has been working in the sector for 12 years and has progressed from the shop floor through to workshop supervisor, which includes management of staff and the day to day running of the business • He wants experience in budget keeping • Wants a new challenge but wants to stay with what he knows • Doesn't know how he can further progress his career
Likes	<p>New challenges</p> <p>Organising things</p> <p>Being around people</p>
Dislikes	<p>Unexpected change</p> <p>Filling</p>
Hobbies	<p>Club rallying</p> <p>Stocks and shares</p>



Profile 4

Profile 4	<ul style="list-style-type: none"> • 34 year old female • Has run her own accounts business for 10 years including managing a small team • Has experience in budget keeping • Wants a new challenge in a new industry • Has never considered the automotive sector as a possible career route
Likes	<p>Working with and managing people</p> <p>Organising and planning</p>
Dislikes	<p>Unpredictable working conditions</p> <p>Theatre</p>
Hobbies	<p>Sudoku</p> <p>Socialising with friends</p>

