

Title: Role-Playing in a Stakeholder Dialogue

Instructions to the trainer:

Give to the participants the Ethical dilemma n° 3 and ask them to read it carefully.

Ask the following question to the training group:

“What are the major CSR issues in this case?”

Give the group 10 minutes for a brainstorming on this question.

Divide the group into two groups of equal size. Instruct each group to select who will play Mr. Setu's role. The rest of each group will represent members of the executive board of Setex.

Instruct both role-players who represent Mr. Setu and the members of the executive board to apply the conclusions they made in the brainstorming session before.

Give both groups 30 minutes for their role play sessions.

Announce the end of the role play and instruct each group to initiate a second brainstorming session that should last 10 minutes. After this bring both groups together and instruct them to initiate a brainstorming session about the conclusions / results from the second brainstorming session they made as separate groups.

Consider this exercise as successful if participants were able to recognize that answer for question from the beginning of the exercise (“What are the major CSR issues in this case?”) is orientated on a combined approach of increasing the profit of Setex by bringing the benefits to the community.

Important note: try to make both groups aware that in the role play part of the exercise they should act according to their decisions and conclusions from their first brainstorming session.