

Learning from Small Business Exercise

This exercise is for all participants of the training, regardless of your role at DRS.

Talking with business owners is a great way to discover all kinds of work related to a job seeker's interests, learn more about how small businesses operate, and to learn more about the unlimited ways to make a living in this world. It is a Person Centered tool that helps a job seeker uncover career interests as well as inform the staff who implement a Person Centered Career plan to consider a variety of possibilities. For the purpose of this exercise, we want you to learn about a business owner and about the business. This is not job development.

For this exercise:

- Working as a team of 2-4 people arrange a meeting with a small business owner, coordinated with the schedule of all team members. Ideally you would meet in person, but due to the pandemic, it may require a Zoom call. Some people have had success with scheduling one person to meet face-to-face with the rest of the team joining by Zoom or Facetime.
- Explain this is an assignment for a course and you'd like 15-20 minutes to ask questions about their business. In our experience, the time can run to 30-45 minutes because people like to talk about their work!
- Use the questions and guidance from *Learning by Listening to a Small Business* for your conversation. You are not there to develop a job, but rather to simply learn about the business owner and the business.
- Take pictures if allowed.
- Prepare a brief PowerPoint presentation to share what you learned about the business in a future debriefing meeting with your team. Your presentation should be short, about 5 minutes.

Activity will take 1-2 hours to complete. Debrief with the larger group, 5 minutes for each team.