



International Centre for
Transformational
Entrepreneurship

Breaking the Ice
How to Get Started with Students New to Enterprise

Dr Kelly Smith

Enterprise for All?

Enterprise and entrepreneurship educators often work with students who are:

- New to enterprise
- Not convinced that it's relevant to their career choice
- May even be actively opposed to the subject

Three examples...

1. Speed Networking
2. The Room Task
3. The Handcuffs Challenge



Example 1: Speed Networking

Speed Networking Instructions

1. On your feet! (IF SPACE!!!)
2. Form two lines facing each other and find a partner
3. Find out:
 - A. Your partner's name
 - B. Why they chose this workshop
4. You have 1 MINUTE
5. When alarm goes, person at the top of the right hand line goes to the other end of the line and everyone moves up one space
6. Repeat!

Summary Instruction Slide

Find out:

Your partner's name

Why they chose this workshop

1 minute each pair

When Can Speed Networking be used?

- With a new group who don't know each other
 - Induction
 - First session of a module
 - Start of a workshop

Over to you...

1. How have you used Speed Networking? Would you do the same again or change?
2. If you haven't yet, would you use it? How?
3. How could you adapt the task?



Potential Extension

- How did the task make you feel?
- What did you learn about yourself?
- Introduce the person you are with now to someone of use to them on the same side of the line (i.e. someone they would not have met)



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Discuss how the best and most memorable networkers are often those who are known to make good introductions
(involves active listening and openness to collaboration)



Example 2: The Room Task



Room Task Instructions

1. Pen and paper out
2. List down all the businesses you can think of that went into making THIS room.
3. 3 minutes
4. Hands up who got more than 5, 10, 15, etc.
5. Shout out some examples



Room Task Instructions

1. Pen and paper out
2. List down all the businesses you can think of that went into making THIS room.
3. 3 minutes
4. Hands up who got more than 5, 10, 15, etc.
5. Shout out some examples

Explore the examples and drill down further
(e.g. sheep farmers, copper mines!)

When Can the Room Task be used?

- With a group new to enterprise
- With a group resistant to enterprise
- Where participants may have a closed mind-set in relation to what a business looks like
- With students, researchers, staff development...
- Where you have space restrictions

Over to you...

1. How have you used Room Task? Would you do the same again or change?
2. If you haven't yet, would you use it? How?
3. How could you adapt the task?



Potential Extension

- How could you use your experience or subject knowledge to improve this room?



Potential Extension

- How could you use your experience or subject knowledge to improve this room?

Challenge participants to spot as many businesses as possible as they travel home

(e.g. How do the white lines get on the road?

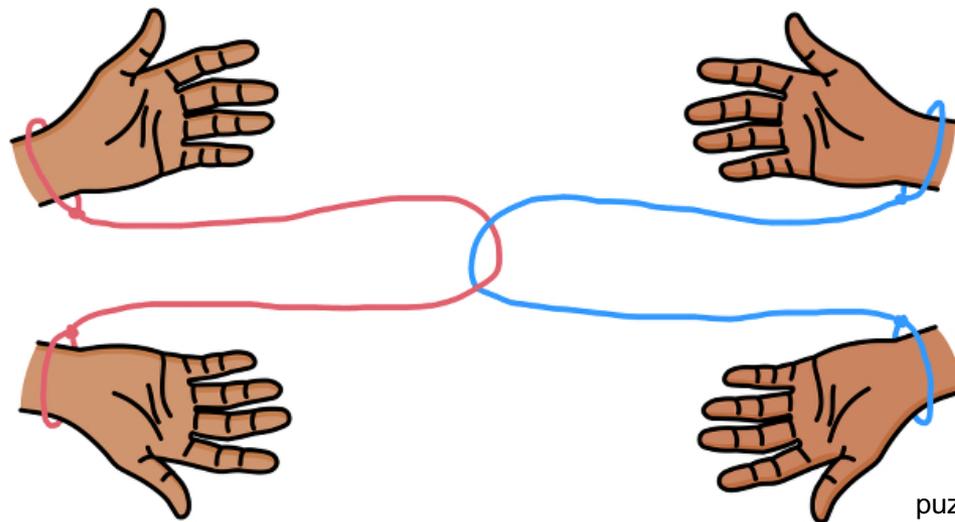
What types of services/products do they see printed on the side of vans?)



Example 3: The Handcuffs Tasks

Handcuffs Task Instructions

1. In pairs
2. Each person takes a piece of string and puts their hands through the end loops
3. The pieces of string should be looped so that the pair is 'handcuffed' together.



puzzlewocky.com



Handcuffs Task Instructions

There are three rules:

1. You cannot break or cut the string
2. You cannot take your hands out of the end loops (except to reset the task)
3. You cannot untie the knots on the end loops

Now separate yourself from your partner!



When Can the Handcuffs task be used?

- Induction
- With a group that is struggling to gel together
- Staff development!

Over to you...

1. How have you used Handcuffs Task? Would you do the same again or change?
2. If you haven't yet, would you use it? How?
3. How could you adapt the task?

Solution at:

<https://www.youtube.com/watch?v=aiNI-EL6vfk>



Potential Extension

- Walk around (or ask spare students to watch specific pairs)
- Write down everything is being said
- Discuss:
 - They could have asked for help (no rule to say they couldn't!)
 - That you will never knowingly give them an impossible task
 - That successful teams use more 'helpful thoughts' (e.g. let's try this, we were close that time) than hindering thoughts (e.g. this is impossible, why do we have to do this?)





Over to you...

What icebreaker task work for you?