

Assignment for interview 2:

Welcome to our second interview! We've designed a comprehensive assignment that includes a sales pitch, telesales roleplay, and debating topics to assess your skills and suitability for the role.

As there are no materials to be sent prior to the interview, this assignment aims to provide instructions on how to prepare yourself for the interview and anticipate what might happen during it.

Sales pitch

As a member of our team, you will be responsible for the sales, management, and administration of our teacher training courses. To showcase your skills in these areas, you will be required to prepare and present a sales pitch for the following course: [STEM teacher training: tools and ideas for the classroom](#).

You will have 5 minutes at the face-to-face interview to make your presentation, followed by 10 minutes of questions and answers. The sales pitch must be presented without slides.

For the purposes of this assignment, assume that the sales pitch will take place remotely over the phone with a representative of a school from abroad whose school has won Erasmus+ funding to participate in our STEM teacher training course.

Your pitch should focus on the key benefits and value propositions that the STEM teacher training course offers to its participants. Be sure to demonstrate your sales skills by showcasing your ability to communicate effectively, persuade, and handle objections. You should also demonstrate your management and administration skills by showcasing your attention to detail, organizational abilities, and ability to manage multiple tasks simultaneously.

We look forward to seeing your sales pitch and assessing your skills as a member of our team responsible for the sales, management, and administration of our STEM teacher training courses.

Telesales

Your task is to sell the Full Package of the "STEM Teacher Training" course. Please, find [here](#) more information about our pricing and packages.

During the interview, you will be asked to roleplay the telesales call with the interviewer, who will play the role of the interested teacher. You will have up to 10 minutes to conduct the call, during which you will need to demonstrate your sales skills, including initiating the conversation and building rapport with the customer, understanding the customer's needs and interests, presenting the Full Package and its benefits clearly and persuasively, addressing any questions or objections that the customer may have and closing the sale by encouraging the customer to purchase the course.

You will be assessed on your ability to communicate effectively, listen actively, and guide the conversation towards a successful sale. Remember to be enthusiastic, confident, and customer-focused throughout the call!

Debating topics

As a member of our team, you will need to be able to articulate your thought processes, effectively debate topics, and demonstrate your sales skills and attitude. To assess these skills, you will be required to participate in a debate on one or more of the following topics:

- Teachers should focus on student excellence rather than inclusion.
- STEM education is not important: schools should focus on socio-emotional learning of students.
- If teachers can't speak English, it is not worth their time to attend an Erasmus+ teacher training course.
- Technology should replace traditional teaching methods in classrooms.



- Arts education is a waste of time and resources in schools.
- Private schools should not receive government funding.
- There should be more emphasis on vocational training in schools.
- Education should focus more on teaching life skills rather than academic subjects.

The debate will be moderated by members of our team and will last approximately 15-20 minutes per topic, depending on the topic. You will be expected to present a well-reasoned argument that is supported by evidence and examples, and to effectively counter your opponent's arguments. You will also be expected to demonstrate your sales skills and attitude by effectively persuading the moderator to adopt your point of view.

We look forward to seeing how you handle the challenge of debating one of these topics and assessing your ability to articulate your thought processes, debate effectively, and demonstrate your sales skills and attitude.

IMPORTANT:

- **Time:** You have a limited amount of time to perform each part at your face-to-face interview.
- **Showcase your skills and experience:** Please, refer to the job description and make sure you give enough evidence of all the job requirements!
- **Focus on our participants:** Our course participants are **teachers** from various primary and secondary schools in Europe: they move physically to one of our locations for one week in order to attend their Erasmus+ funded teacher training courses. Our courses are conducted in English. They will take place face-to-face and on-site in real classrooms (not online). Courses usually start on Monday and end on Saturday and are made up by modules delivered separately by 1 or 2 trainers per course.
- **Be creative!**