

HANDOUT 6.1.2 ELEVATOR SPEECH ACTIVITY SHEET

1. Name of German company _____
2. Website of German company _____
3. Circle what this company is doing to become more sustainable:

Recycling	Upcycling	Green Spaces	Urban Planning	Waste Management
Green Structures	Solar Energy	Wind Energy	Renewable Energy	
4. Which specific projects is this company working on to become more sustainable?

► Elevator Speech Instructions:

Imagine that you happen to be in an elevator with someone who has enough money to fund any sustainability project you could dream up. Your goal is to convince that person that the German company you researched is the ideal partner for this person's next collaboration. You have exactly 60 seconds before that person gets off the elevator and goes on with their day. How will you use the time? What could you say to convince that person that they need to find out more about this German company's initiatives for sustainability?

Speed Greening

Once you have practiced your elevator speech twice with a timer, you will speak individually with three people from different company groups. You will have 60 seconds to present your "Elevator Speech" and your partner will have the same amount of time to present their speech to you. When you have spoken with three (3) different people, return to your seat and write your Exit Ticket.

Exit Ticket

Which German company's sustainability efforts made the strongest impression on you, and why? Which practice(s) do you believe companies in your country could also incorporate in their own sustainability efforts?