



Demi Riley-Carlaw & Georgie Adkin

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Meal Plan #117 60 mins

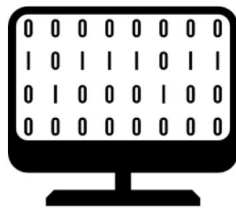
Starters 5-10 mins

Snack, Cackle & Pop..... 2 mins

Snack: Grab a snack before beginning

Cackle:

There are 10 kinds of people:



those who understand binary and those who don't.



Pop: Stemillions playlist on Spotify:

bit.ly/stemillionsplaylist

Meet Them..... 5 mins

Demi completed a degree in Clinical and Mental Health Psychology. Now, Demi works as a UKI Partner Business Manager managing the partnership with Capgemini and PwC.

Georgie is a presales senior solution specialist at SAP. Georgie's favourite thing about her job is the challenges it brings and that no day is the same. Georgie loves animals! Outside of work she rides horses and loves walking her dog.

Discuss:

- ★ What do you think of their jobs?

Mains 20 mins - choose ONE only

MAKE..... 20 mins

Ingredients: pens/pencils and paper or something to draw on

As a Partner Business Manager, it is important that Demi builds a relationship with partners and understands what they need. Can you design a robot that would help Demi find out what partners need?

Think about...

- ★ What questions it needs to ask the partner
- ★ How can it build a good relationship with them

EXPLORE..... 20 mins

Ingredients: equipment they'll need

Georgie has to work closely with sales teams and customers to understand people's needs and what products may be able to help them. Being able to explain how products will help customers is important.

Georgie is looking for a new pet. Can you sell her your favourite animal?

- ★ Draw or describe your favourite animal
- ★ What are it's best qualities?
- ★ Why would it be a good pet for Georgie?

Ask Them..... 2 mins

Got a question? Ask Away! bit.ly/Ask-Away

Digest..... 2 mins

Digest this Meal Plan - fill out the feedback form.

Desserts 5 min

Share with us 1 min

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