



IOL (UK) Limited & Northgate Training
EXERCISES, GAMES & SIMULATIONS FOR MANAGEMENT DEVELOPMENT



The Win Win Game

Participants will learn:

- the importance of a clear negotiating strategy
- persuasive, assertiveness and influencing skills
- the need for compromise
- to set fall back positions
- to put oneself in other people's shoes

NUMBERS:

12 – 24 Participants in four teams,
ideally with between 3 and 6 in each team

TARGET AUDIENCE:

Staff at any level

TIMING:

1 hour + Debrief

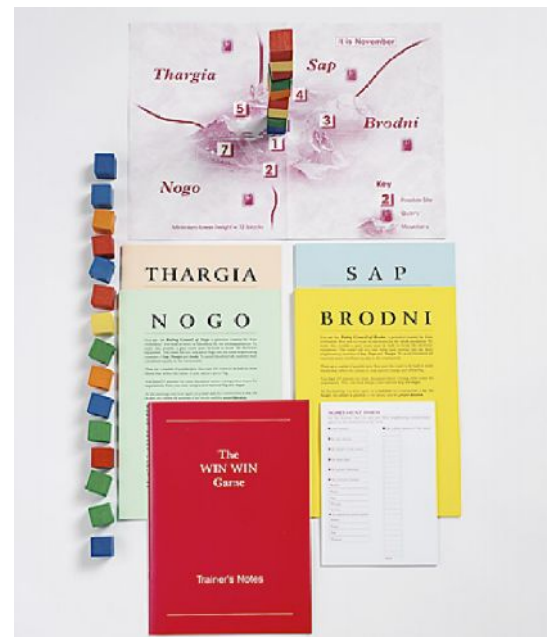
COST: £295 (+VAT and delivery)

Practise influencing skills and the art of compromise to achieve this four-party agreement! Conflict and inflexibility will lead to a lose-lose situation! Ideal for putting the theory into practice.

Demonstrates the vital importance of open dialogue, cooperation and compromise in reaching an all-party agreement.

Four countries surround a mountainous area with possible sites for a TV tower that could benefit them all. That said, the four are not on the best of terms and each has a different idea about the tower: style, height, position, budget and the start date. Different laws and cultural traditions are two further constraints, if the project were to go ahead. There is pressure to reach agreement, but not at any price.

Can teams, each representing a country, negotiate their way through this complex dilemma and reach a win-win outcome? The lesson is to clarify what every country wants and be prepared to make concessions but also have a position beyond which you will not go.



The Win Win Game

Trainer's Role

- 1 Introduce the activity and explain how the activity will run.**
- 2 Divide participants into teams and issue the Briefs and the materials.**
- 3 Monitor the meetings between teams, taking notes on how teams work and negotiate.**
- 4 At the end, issue Agreement Forms for teams to complete.**
- 5 Lead a Debrief and relate lessons back to the workplace.**

Full guidance is provided in the Trainer's Notes.

Pack Contents

- **Trainer's Notes**
- **Team Briefs**
- **Central Map**
- **Agreement Forms**
- **Wooden Blocks**

TO ORDER "The Win Win Game" please contact:

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