

# Strike it Rich! (version for up to 26 teams)

Rubinium ore is a key component in solar panels.  
It's worth a fortune!

🕒 1.5 hours + debrief

👥 3-156 (up to 26 teams of 3-6 per team)  
(4-team and 10-team also available)

📈 For staff at any level

💻 Computer required

£ 1,350 ex VAT



**STRIKE IT  
RICH!**

Minimise costs &  
maximise profits  
Teams have to  
dig deep!



## Learning objectives

- business acumen
- risk assessment
- calculating costs and price setting
- calculating expected profit and return on investment (ROI)
- using data to 'build a picture' of the situation
- attention to detail
- lateral thinking skills

## About the activity

An exciting game set in the world of speculation and high risk business - with an expectation of significant returns. The activity covers a number of key business and management skills. The winning team is the one with the best return on investment (ROI) at the end.

Teams are tasked with locating a precious mineral, rubinium. They have *some* data and a map divided into grid squares - all squares are up for sale. But a lot of factual information has been lost and is now purely hearsay. Teams must piece together the few clues that exist and build a picture of the region, the possible reserves and how much of those reserves are accessible. If they have trouble with the clues, they can purchase 'help' (but this of course adds to their investment cost and can lower their ROI). Many of the rubinium reserves lie in flood or earthquake regions - risky areas - but some of these reserves are large and have the potential to yield very high returns. What to do? Teams should work out the risks over the 20-year working life of the mine. But they are competing for the best ROI after just ONE year of mining. Will this influence their thinking? Will teams simply rule out these regions or are they prepared to take a risk for the chance of a fortune?

Having selected a grid square on the map, (plus a couple of fall-back squares), teams now bid at auction to acquire one on which to build a mine. The more they pay the lower the ROI - hopefully teams remember this in the heat of the auction room! The cost of the plot, plus the cost of establishing a mine, plus the cost of any 'helpful' information bought, represents the investment in the project. Teams must also work out the total costs of running the mine - the cost of extraction (reserves near the surface are cheaper to extract), plus transportation costs plus the depreciation cost on the mine. Another key to success is setting the right selling price. Teams should assess all the available information critically and make the best evidence-based decision possible.

## Pack contents

- Trainer's Notes
- Team Folders
- Maps
- Computer Program
- Trainer's PowerPoint
- Trainer's Record
- Helpful Information
- Breaking News Memo

This activity is for face-to-face training. It is supplied as a hard copy pack & the digital files are supplied via the Northgate Trainerhub.

## Five-year licence

This Northgate training activity comes with a five-year licence for repeat use with up to 156 participants. A licence is required for each site (or remote hub). To use with larger groups or for multiple site licences please contact us for a quote.

## Ideally suited to

Testing participants numeracy, accuracy and attitude to risk. And it's fun! Available as three separate options, depending on your group size



# Strike it Rich!

## Customer reviews



Your products have *enhanced* my training sessions! Using your games brings *great learning points* in an *interactive* and *fun* environment. I facilitate a variety of topics across the leadership spectrum and you always have a game that meets the training goals and time constraints.

**Songya Kesler, Leadership Consultant and Coach**



I have used Northgate products over the years, starting when I was Training & Development Manager for Virgin Atlantic Airways. I find them *easy to facilitate*, fit for purpose and both *instructive* and *enjoyable* for participants.

**Pauline Wells, HR Business Partner, SSL Insurance Brokers Ltd**



Strike it Rich! computer program

## Trainer's role (full guidance supplied in Trainer's Notes)

- Introduce the activity (an optional PowerPoint introduction is supplied).
- Divide the group into teams. Issue each team with a copy of the Team Folder and a map of the region. The folders have all the details teams need.
- Teams have 70 minutes to study the folder and plan a strategy. During this time, they may come to you to buy answers to the clues (three in all). Use the Trainer's Reference Form to keep track of their purchases. The amounts are added later to their overall investment.
- After 70 minutes (when teams plan a strategy), hold the auction at which the plots of land are sold. There is a minimum reserve price for each plot, but no maximum. Only 26 plots have reserves of rubinium. Hopefully teams will have worked this out!
- Note down the price that each team pays for its plot.
- When the auction is over, each team completes a Decision Form showing their investment cost, other costs, selling price, expected profit - and return on investment after the first year.
- Collect the Decision Forms and transfer the data to the Computer Program for analysis.
- Issue the results and allow a few moments for teams to look at them.
- Ask each team to read out their return on investment. List on a flipchart or white board and announce the winner!
- Debrief the session by drawing out the learning from the delegates (guidance supplied).

## Northgate says...

A business game with a difference! Ideal for testing business acumen and risk assessment - but also covers organisational skills, attention to detail and accuracy.

## Ordering is easy!

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## Fast delivery

Digital files are accessed via our online Trainerhub and the hard copy pack is sent via courier:

£15 UK (next working day)

£29 Europe (1-3 working days)

£39 International (1-5 working days)

## Our guarantee

If you are not 100% happy we offer a 30-day no-quibble returns service on unused goods.



### Northgate customers

