






# The Win Win Game

# FACTSHEET

**Challenging, four-way negotiation where inflexibility will surely lead to a lose-lose outcome!**

-  **1 hour + debrief**
-  **12-24** (in 4 teams of 3-6 per team)
-  **For staff at any level**
-  **No computer required**
-  **395 ex VAT**



## *The WinWin Game*

Getting agreement means compromising

Pack contents



## Learning objectives

- Having a clearly thought-out negotiating strategy
- Having a fall-back position
- Building in contingencies
- Being able to compromise - and setting limits on the level of compromise
- The ability to 'put yourself in other people's shoes'
- The importance of good preparation
- Demonstrating the vital importance of open dialogue

## About the activity

Four not altogether friendly countries cover a mountainous area that contains possible sites for a telecommunications tower. The tower could benefit them all but each country has its own ideas about the exact details.

The elements that teams must agree on include:

- the style and height
- the precise location
- the construction start date
- the budget

And if that wasn't enough cause for conflict, each country has its own laws and traditions. At the negotiation deadline, each team has the opportunity to present what it sees as the agreed terms (if any!) and from this follows a discussion of how the interactions worked for them and the other teams.

Can teams, each representing the negotiating team for a different country, negotiate their way through this complex dilemma and reach a four-party, win/win outcome?

## Five-year licence

This Northgate training activity comes with a five-year licence for repeat use with up to 24 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.

## Pack contents

- Trainer's Notes
- Team Briefs for each country (Brodni, Nogo, Sap & Thargia)
- Map
- Agreement Forms
- Set of Wooden Blocks (x6 blue, x6 red, x6 purple, x3 yellow, x3 orange)

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

## Ideally suited to

Putting negotiation theory into practice and developing skills on the art of compromise to achieve this four-party agreement.

Conflict and inflexibility will lead to a lose-lose situation!



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## Customer reviews

” Wowser what a success! I purchased this for a Negotiation Course for a group of NHS Nurses; it was *truly brilliant!* I absolutely loved it and the teams did too. They learned loads and the building of the tower at the end created some amazing negotiations with me over fines for knocking it down! *Brilliant fun!*

Simon Hares, Training Consultant, SerialTrainer7 Ltd

” I used The Win Win Game during an influencing and negotiating skills two-day training course with Centrica. It highlighted the benefits of being open and honest about your needs. A *great way* to demonstrate what's needed to *negotiate successfully.*

J. Spiteri, The Learning Playground



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

- Introduce the activity and explain how it will run.
- Divide participants into teams each representing the four countries of Brodni, Nogo, Sap & Thargia. Issue the Briefs and the materials.
- Inform teams that the activity is in three stages. During the first stage (25 minutes) each team must familiarise themselves with the Brief and plan their strategy.
- In the second stage (45 minutes), but not before, teams can meet other teams. The purpose of the meetings is to negotiate and reach agreement on a number of issues.
- Monitor the meetings between teams, taking notes on how teams work and negotiate.
- After 45 minutes, issue Agreement Forms for teams to complete.
- Teams have a further 20 minutes to finalise negotiations, construct the tower and fill out an Agreement Form - so the deadline is 90 minutes from the start of the exercise.
- Lead a Debrief and relate lessons back to the workplace.

## Northgate says...

A practical and fun activity which illustrates first, the difficulties involved when multiple groups have to work together to achieve a common goal and second, the skills necessary for those groups to achieve a successful, win-win outcome!

## 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

