

# SITUATION

You are on a management training course and are about to be involved in a team exercise. You should have a large plan in front of you showing the floor of a disused aircraft hangar. On the main floor are a large number of oil drums.

Each one has its own number.



## OBJECTIVE

Your objective is to start from one of the platforms (the *Start*) and arrive at the other platform (the *Finish*) without touching the floor of the hangar.

**The aim is to complete the crossing within 60 minutes.**

## MAKING MOVES

You move by laying planks (represented by small pieces of wood) from platform to oil drum and then from oil drum to oil drum. In this way you can form a continuous pathway over the floor area.

So far, so good! However, you will notice some green and red lines drawn on the floor between the oil drums.

## TASKS

If you wish to lay a plank which will cross a green or red line you have to complete a *task* before you can lay the plank. Green lines denote comparatively easy tasks, red lines indicate a difficult task.

Tasks are issued (at your request) by the Trainer. They will involve you in using the pack of 48 Data Cards that you have.

Tasks must be completed and handed to the Trainer as soon as possible. They must also be totally accurate. If there is the slightest error then the task will be returned to you to be redone. This will lose valuable time.

## DATA CARDS

There are 48 of the Data Cards and each card is divided into 9 fields as shown.

If your first task concerns field 4, for example, you will be working only on the information contained in field 4 on all the cards.

1  
2  
3  
4

1 TEAMWORK Challenge Data Card	
It	M1 NoB
1 x 4	Wardrobe
K	841181
2010	33% 25
An interesting feature of <i>The Selling Game</i> is that participants (often salespeople) are put into the slightly less familiar situation of being a Buyer.	
9	

5  
6  
7  
8

## HOW TO WIN

The winning team is the one that finishes in the shortest time. Here are the rules:

## THE RULES OF THE GAME

- 1 Your team will have 20-30 minutes to plan a strategy and decide on a route. The chosen route should be noted on a Route Plan.
- 2 Once the planning time is over you begin laying your planks. For every plank you lay you will have to add one minute to your final score. You may lay planks as fast as you like until you reach a green or red line. Your final score will be the total of the number of planks you have laid - 19 planks takes 19 minutes so you score 19 - added to your total time to complete the tasks.
- 3 Plank laying is complete when a pathway of planks has reached the finish platform.
- 4 Red or green lines can only be traversed when a task has been completed. Red = difficult; green = easy.
- 5 When you wish to cross a green or red line you must inform the Trainer who will give you an appropriate Task card. Take your completed task to the Trainer who will give you permission to continue laying planks. Accuracy is essential.

## ILLEGAL MOVES

It is generally clear when a plank will not stretch from one oil drum to another. Planks must have a solid resting place on the drums at each end. However, a few marginal cases which may cause discussion are those listed below. Planks cannot be laid across these oil drums:

- 3 - 15
- 12 - 22
- 23 - 32
- 43 - 49
- 49 - Finish

**NB** Your team can move from 19 to 20 without using a plank.

