

*"If you desire a one year return on your investment,
grow corn.
If you desire a lifetime investment,
grow people."
Carlos Cervantes*

Quality Business Games and Training Activities for Development



Planning



Leading



Negotiating



**Analysing
& Costing**

**Decision
Making**

Developing

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Succeeding



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Introduction

A business game is an interactive structured training activity with specially created conditions, which aim to reproduce those of a working situation in a successful business.

The training is challenging and enjoyable; developing skills to improve individual and team performance in the workplace.

We can help you make your training event, conference or seminar impactful, interesting and informative.

“Colourshapes is an excellent game, really got the team talking and eventually working together! Such good value; I recommend this for communication training and team building.”
Founder, Skovconsult

We develop and sell a wide range of fun, realistic business games and training activities. Sold worldwide, to use over and over again for quality development.

You will find all the instructions on how to run the game included in the pack. However, if you have any questions about the activity just give us a call.

By experiencing rather than discussing a model, participants learn more than theory; they gain in knowledge, competence and confidence.

If you are organising a conference, seminar or training event we will plan the event for you and supply skilled trainers to ensure you get the outcome you are looking for.

We have run the activities many times and will ensure that delegates gain maximum benefit from our training, both for themselves and for their organisation.

You can also buy these games to use yourself. We will advise you on the best game to meet your needs.

Licence Free: When you buy any of our training material, there are no restrictions on the number of times you can use it.

“The feedback forms have all been very positive towards the activities you managed for us at our Managers Conference.

As you know, it was the first time we had progressed such events and we were a little unsure of how it would be perceived but it worked very well with the ‘team’ atmosphere carrying on into the evening!

We will definitely be looking for further events next year.” S. Fake - Colas



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Building the Bridge

The task for this challenging training game is to construct a self-supporting bridge, using only the 24 sticks provided. No other equipment is allowed and it must support a one kilogram weight.

A straightforward task but careful planning and communication are required – can you go the extra mile, like all high performing teams?

This team did well, but a much greater distance can be achieved. How far can your team go?



Participants start constructing the bridge over a 'stream', beginning at both ends. The bridge brings them closer together as the two parts of the bridge become one.

The key factors for success are coordination, cooperation and adjustment (as regards the method of construction) between the two subgroups.

It is vital the team thinks first because in the excitement and momentum of solving problems, buying resources and seeing your bridge materialise, it is hard to keep cool.

Participants will learn to:

- read instructions carefully
- consider all options
- think and plan before doing
- think outside the box
- trust, support and encourage other team members
- optimise the use of individuals' skills.

Users' Comments

"A great exercise: challenging but fun. It made us work as a team and proved that spending more money is not always the answer."

"The Bridge game was a real challenge. At first we thought it was difficult; then we came up with an answer and went for it. On reflection we should have considered more options before building it. We learnt so much from this game."

Timing: This training activity runs for 30 to 60 minutes + debrief.

Numbers: 5 to 12 participants for each game.

Price to buy: You can buy this business game and use it yourself for £220 + delivery and VAT (if applicable).

Coaching and Mentoring Practical Games

Learn and practise life coaching skills with our popular Mentoring and Coaching games.

These are two easy to learn and ready to use separate training activities. Choose either the Coaching or the Mentoring pack and with quick delivery, you can soon be up and running your coaching or mentoring skills training.



Interesting and informative guidance and practical activities provide the basic principles and techniques required to be a successful coach or mentor.

Part One - Guide to Life Coaching or Mentoring Skills

In the pack you will find useful information on:

- the role of a coach
- do's and don'ts of life coaching
- the importance of non-verbal communication when coaching
- body language that builds rapport
- powerful questions for life coaching
- using the GROW model
- the skills of giving feedback.

Part Two - The Practical Coaching or Mentoring Game

When coaching or mentoring, it is likely the learner will come to you with issues or problems seeking your advice. It is important to learn how to hand the problem or difficulty back to the learner and encourage them find the solutions. Part two will help you practice the skills to do this.

This game is appropriate for use by personal and life coaches, therapists, group facilitators, teachers and counsellors who are interested in expanding their toolkits and introducing a creative, intuitive dimension into their work.

Timing: These training activities run for 1 to 2 hours + debrief.

Numbers: 2 to 12 participants for each game.

Price to buy: You can buy either the Coaching or the Mentoring game and use it yourself for £350 + delivery and VAT (if applicable).

User's Comments

"The Trainer's Guide contained many useful points about coaching which we put into practice when doing the coaching sessions."

"Thank you for another great learning activity. Easy to use with lots of learning for the participants"

"It brought out so much learning in a short period of time. The coaching activities are a great way to learn life coaching skills."

Colourshapes

Successful communication is not just about talking and listening and this training game proves that and much more!

Talking is not communicating – it is the quality of the talking taking into account the understanding of the listener that helps to ensure the intended message is received.

It also requires the listener to carefully take in everything that is said being careful not to make assumptions and filter out any information.



This enjoyable game provides lots of learning and ideal training tool for use in any session about communication, telephone techniques, customer service, working remotely, teamwork, problem solving, influencing, selling and negotiating.

Colourshapes replicates many of the communication issues that occur in the workplace:

- Assumptions
- Conflict
- Muddled thinking
- Poor listening skills
- Barriers to communication
- Lack of understanding and team cohesion.

Messages muddled by the sender, or misinterpreted by the recipient can cause tremendous confusion, wasted effort and missed opportunity.

The Colourshapes set comprises of 6 different shapes repeated in 5 different colours making a total of 30 quality laminated plastic cards.

Benefits of Colourshapes:

- A short exercise that brings out many issues that will add benefit in the workplace
- Ensures that teams work together and value the contributions of ALL team members
- Covers a wide range of learning outcomes including problem solving and thinking skills
- Encourages participants to give each other feedback
- Simple to facilitate but challenging, enjoyable and meaningful to participants
- Is not language specific - participants can speak in their own language or use it to help their learning of a new language.

Supplied with everything you need to run the activity, including trainers notes and debrief material.

Timing: This training activity runs for 15 to 40 minutes + debrief.

Numbers: 4 to 28 participants for each game, but most versatile with groups of 6 - 10 plus observers.

Price to buy: You can buy this business game and use it yourself for £225 + delivery and VAT (if applicable).

Continuous Improvement

How do you make a company more efficient? That's the task facing you and your team. Can you find the most efficient, productive solution?

The Challenge

A company has hired a team of consultants (your team) to help to improve the performance of the production process at their factory.

But there's a problem. In order to get the production line working you need to touch 30 icons (plastic cards) on a large floor-mounted touch screen monitor. Not only that, the icons must be touched in a sequence.

To complicate things further, the sequence can change when a different product is being manufactured.

Not surprisingly, the process is taking too long and impacting on productivity. You need to find a quicker more efficient solution.

Total flexibility - tailor the game to the group

This creative game process management game is easily adapted to focus on different key skills, such as leadership and teamwork. The Trainer's Guide and Team Briefing Sheets offers several possible formats, including:

Leadership and Performance Management

1. The facilitator appoints a small team as managers and a bigger team as their staff
2. The managers go into a separate room or area where they cannot see the team carry out the task
3. The managers are given the briefing notes to prepare and brief the team on how to carry out the task
4. The team are allowed a number of attempts to accomplish the task. In between rounds, they report back to management and give them an update on their progress. The managers are under pressure to provide the team with the effective leadership in less than ideal conditions.

On the the first attempt, the team will usually get one person to touch all the cards, while the rest of the team stand along the outside of the screen pointing to the next card in sequence. To get the lowest time, the team will need to work together and share responsibility for touching the cards. This is more difficult because of the coordination of effort. However, the time will be much better.

Continuous Improvement

1. The team are given the briefing notes and make their first attempt at achieving the task
2. The facilitator records the time it took and the number of penalties incurred. The facilitator asks the team to debrief what they did and how they can improve it
3. The team tries their new method, which is debriefed, and another method is tried until they are satisfied with their score or their time is up.

Timing: This training activity runs for 30 to 60 minutes + debrief.

Numbers: 6 to 20 participants for each game.

Price to buy: You can buy this business game and use it yourself for £250 + delivery and VAT (if applicable).



Creative Business Company

A series of over 50 creative and lateral thinking exercises used by top companies to develop creative and lateral thinking, problem solving and teamwork.

Organisations that survive and thrive are not the ones with the deepest pockets, but those that can unleash and apply the creativity of their workforce. This game is a great way to develop that creativity.

This game has something for the 'thinkers' and the 'doers'. It helps individuals and teams develop the creative thinking skills required for effective corporate teamwork.

Some of the practical creative activities include:

- Use the materials provided to make a shape that will fit into 3 different shapes
- Get a team member's body through a postcard
- A computer malfunction means planes are approaching an airport towards one other. Re-arrange them to ensure they land safely.

Some of the problem solving activities include:

- Escape from being 'handcuffed' from a partner
- Arrange 6 matches so they make nothing!
- Which is the odd one out: Brilliant, Bassoon, Carpet, Cattle, Dabble, Delight
- Use 6 matches to form 4 triangles
- From the clues supplied; identify the time of the murder.
- Push the cup through the hole (the hole is smaller than the cup).

The creative games are ideal for a trainer to use on a creative thinking course, or for corporate team building.

Timing: This training activity runs for 30 minutes to 2 hours + debrief.

Numbers: Any number. For more than 10 you may need to buy some of our plastic shapes.

Price to buy: You can buy this business game and use it yourself for £350 + delivery and VAT (if applicable).



"This game is a great resource with lots of information on creativity, lateral thinking and problem solving. I followed the advice and information in the Trainer's Guide and it worked a treat. It saved me lots of research and preparation for a creative thinking session."

D. Whitely - Independent Trainer

"I loved it! There was a variety of exercises which required various skills including creativity and logic - something for everyone. I really enjoyed getting to know people from other departments - really encouraged team work."

L. Manneimer - Access Accounts

"Good, active and a variety. It showed skills not usually obvious in the workplace which highlighted new strengths for individuals and the team. The trainer was enthusiastic and friendly. A very useful day with fun team tasks which we'll remember."

H. Rossiter - Yell Group

Crime Squad

An effective business game that soon gets over important learning points on communication, sharing information, problem solving and teamwork.

This game is also useful for assessing people skills.

Teams take on the role of a police crime squad, tasked with stopping the dramatic increase in the importation and sale of illegal drugs.



The task becomes complicated when a murder occurs during the investigation and there are a number of possible suspects, but who is the guilty one?

Most teams make the assumption that they all have the same information, but if they communicate with each other they will realise this is not the case.

Only by sharing all the information each team member has gathered can the facts be identified from the 'red herrings.'

Even armed with all the information the offender will only be identified by effective problem solving strategies and methodical teamwork. Effective teams will identify the offender, but inferior teams will arrest the wrong suspect!

On completing this business game participants will:

- see the benefits of working together to solve the problem that faces them
- appreciate the skills of listening and questioning
- learn how to solve problems
- see the benefits of working together to solve the problems that face them
- have made effective decisions
- recognise leadership skills.

Timing: This training activity runs for 45 minutes + debrief.

Numbers: 3 to 28 participants for each game. Up to 4 teams of 3 - 7 participants.

Price to buy: You can buy this business game and use it yourself for £350 + delivery and VAT (if applicable).

"Very good. All the people in the team had an input and you slowly get to know them better as individuals." A. Whitehead - Veterinary Business Development

"An excellent game really got the teams talking and eventually working together! I recommend this for communication training and team building." P. Dawson - Dawson Enterprises.

"Good exercise which showed interesting aspects!" J. Bushnell - Kent Police.

"Very useful team building exercise. Enabled one to understand how others think and was a valuable lesson in listening skills." T. Thornton - Veterinary Business Development

Display Shelf

Problem Solving, Planning, Teamwork, Communication and Performance Management are key learning points in this training activity.

One of our best selling and most popular games.

Teams have 14 pieces of shelving with grooves cut in various places which enable them to fit together to make a display shelf.

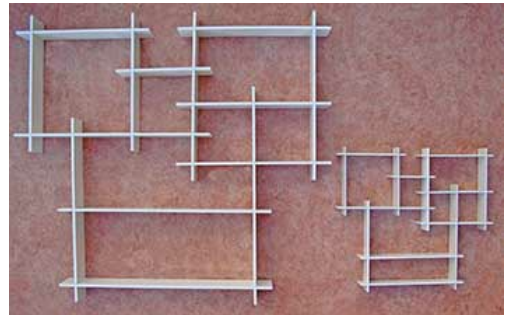


They have 60 minutes to develop a method of assembly that can produce a finished display shelf in less than 2 minutes.

This seems easy enough, particularly as they have a diagram showing the completed shelf. However, it often takes 40 minutes just to complete the first structure!

After 60 minutes effective teams will have learnt from their experiences and will have a chance to build their display shelf within 30 seconds. Non effective teams say it is impossible - they will learn a lot from this!

The original large Shelving measures 105 cm x 95 cm and the half-size Tabletop version measures 53 cm x 48 cm. The small shelving is just as challenging, but easier to transport and teams can try it on a smaller surface.



This activity highlights the importance of individual contributions to group task achievement. It is also very effective for drawing out the characteristics of effective management and leadership.

Fun Activity

You can also use this as a fun activity by seeing which team can complete it quickest. They will soon learn "More haste, less speed" and "Failing to plan is planning to fail!"

Key points

The focus of display shelf is on developing teamwork, but this exercise also brings out these useful training areas:

- Problem solving
- Planning
- Teamwork
- Communication
- Project Management
- Leadership
- Performance improvement.

If you think this is easy - you try it. There is a lot to learn from this!

Timing: This training activity runs for 30 to 70 minutes + debrief .

Numbers: 4 to 8 participants (for each game).

Price to buy Buy the large game and use it yourself for £350 + VAT (if applicable) and delivery.
Buy the small game and use it yourself for £280 + VAT (if applicable) and delivery.

Electric Fence

Simple to run, fun icebreaker or team game focusing on Communication, Planning, Problem Solving, Safety Awareness, Support, Trust and Teamwork.

Team members must get over the electric fence without anyone touching it.

Can the group keep calm, work together? They must also solve the problem and given the clock is ticking and anyone that touches the fence could get their fingers burnt!



There are many safety issues the team need to consider and it is not as easy as people often imagine. The challenge can also be made more difficult by making the "electric fence" higher.

This training resource is designed to develop:

- communication
- safety awareness
- support and trust
- problem solving and planning
- teamwork.

Benefits of the game:

- Integrates into any training situation
- Run this game indoors or outside
- Acts as an icebreaker and leads to greater understanding between group members
- The facilitator can brief the group so it can be used in any language
- Simple to set up and administer with clear instructions and Trainer's Guide with debrief suggestions.

The Icebreaker Game Includes:

- 2 Electric Fence Posts for indoor and outdoor use
- "Electric" expanding ropes for easy construction
- Pegs to secure the fence when used on grass
- Danger Electric Fence Sign
- Laminated Team Sheet
- Trainer's Guide.

Timing: This training activity runs for 10 to 20 minutes + debrief.

Numbers: 5 to 12 participants for each game.

Price to buy: You can buy this business game and use it yourself for £175 + delivery and VAT (if applicable).

Get your message across

Effective communication skills improves your ability to get along with people and get the things that you want.

This game is used in communication training to enable participants to learn how effective communication skills can help get your message across and avoid conflict.

How often is an instruction given at work, only for it to be wrongly or inadequately done, or not even done at all?

Without a clear and structured method of communication, the process leaves room for error, with messages often misinterpreted by one or more of the parties involved.



“When I nod my head, I want you to hit it.”

This causes unnecessary confusion and counter productivity. In fact, a message is successful only when both the sender and the receiver perceive it in the same way.

This game involves the participants taking on the role of different people in the organisation. One person (a director) creates a model from the supplied blocks and describe the model to a Manager is not able to see the model.

The Manager then meet and describe the model to the Team Leader(s) who then meet with their respective team(s) and describe the model to them. The team(s) then recreate the model from the supplied blocks.

At the end of the exercise, the original model is compared with the model built by team(s). This provides ample evidence for a debrief on effective communication!

This game teaches effective communication skill by replicating many of the issues that occur in the workplace; including:

- assumptions
- muddled thinking
- conflict
- poor listening skills
- barriers to communication
- lack of understanding and team cohesion
- blaming others.

Timing: This training activity runs for 50 to 90 minutes + debrief.

Numbers: 5 to 12 participants for each game.

Price to buy: You can buy this business game and use it yourself for £249 + delivery and VAT (if applicable).

Global Trading

Benefit now from a new, challenging business game that needs the disciplines of:



**The Motive of Profit
within your business**

If you have seen the excitement and tension on trading floors you will appreciate how this game will bring out key business skills.

Although based on World Trade of Commodities, the same rules and skills are needed for all business activities. Global Trading will bring out participants management strengths and areas for development.

In order to prosper, an organization must take advantage of opportunities and respond to the challenges presented by the forecasted business environment.

Those in leadership positions must think strategically to gain a competitive edge over others in the crowded markets. They have to link the leader's vision with the organization's strengths and capabilities, thereby guiding it to decent growth and development. This is achieved by effective strategic planning to provide the shape and guidance of:

- what an organization is
- what it does and why it does it
- where it wants to go and
- how it is going to get there.

Global trading is an exciting new global business simulation game that requires effective strategic planning and other key skills to ensure that needs are met and profits are gained. It is also a development tool for tutors to show the practicalities of trading in the business world.

Each team is allocated a Country and takes on the responsibility for selling their Country's surplus commodities. They are also responsible for buying the commodities needed for their social and economic requirements.

Their brief is to create the maximum profit from trading in commodities through the World Commodities Exchange, but they must end the trading periods with exactly the correct set of commodities.

World events happen which affect prices and they must plan a strategy to buy and sell to maximise profits from the changing markets. They must also be prepared to change plans as prices change and availability alters from their expectations.

Timing: This training activity runs for 2 hours + debrief.

Numbers: 12-34 participants. Most suitable for 18 to 27 participants + up to 7 observers for each game.

Price to buy: You can buy this business game and use it yourself for £495 + delivery and VAT (if applicable).

Helium Stick

This training resource works well:

- as an icebreaker, to make key learning points
- with limited time and as a fun pick-me-up
- for conference breakout sessions
- for indoor or outdoor use.

The Process

The team's briefing sheet tells them they must form two lines, facing one other and support the Helium Stick on their index fingers. They must not allow the stick to come apart as they lower it to the ground.



This sounds easy for the team to achieve, but they will soon discover it isn't.

Typically the Helium Stick goes up rather than down, until the team organise themselves. (There is no helium in the stick; it is the way the team works that makes the stick rise or fall.)

This game mirrors the business dynamic of projects starting out well, but quickly going awry. Why is that? Sometimes even the best plans do not work. What you do as a team when plans go awry has everything to do with teamwork, trust and communication. Teams come away from this activity with a deeper understanding of how they work best together.

Benefits of the game

- Brings out key issues such as Teamwork, Leadership, Communication and Focusing on goals
- Acts as an icebreaker and leads to greater understanding between group members
- Creates a territory in which the group must devise a strategy for progress
- Absorbing and challenging
- The facilitator can brief the group so it can be used in any language
- Integrates into any training situation
- Small and easy to transport
- Simple to set up and administer with clear instructions and Trainer's Guide with review suggestions.
- Helium Stick is ready to use and needing no additional equipment or facilities
- Laminated Team Sheets.

Timing: This training activity runs for 2 to 20 minutes + debrief.

Numbers: 4 to 11 participants for each game.

Price to buy: You can buy this business game and use it yourself for £125 + delivery and VAT (if applicable).

In-Tray

The In-Tray exercise is a time management game enabling participants to learn by practical experience.

Fantastic value training activity – ideal for assessing or developing core competencies of decision making, prioritising, planning, time management, teamwork and leadership in your staff.



The following scenario is provided with the game, but you can amend it to suit your needs.

Your name is Chris Dearing, the General Manager of Toys Galore and your manager is Peter Davis. Toys Galore are an online children's toy retailer and you work in the head office.

Toys Galore's previous General Manager went on long-term sick leave (due to stress) at the beginning of July and is unlikely to return to work. You are hired because you are an efficient, positive thinker who (it is hoped) will soon catch up with the work that has not been done for the last five weeks.

This situation has left a number of outstanding issues and the HR Director has asked for regular updates.

Today is Monday the 5 of August – your first day as Toys Galore's General Manager. Your assistant has left 16 documents in your In-tray for your attention. These appear in a variety of formats including emails, letters and notes. Some of these items may appear to describe isolated issues, while others link to one or more of the other items.

Your task is to:

1. Prioritise the items and decide which communications need an instant response:

- High Urgency/High importance
- High importance/Low Urgency
- High Urgency/Low Importance
- Low urgency/low importance.

2. Decide which items can be delegated.

3. Decide which items can be put into the diary.

4. Identify problems within the business and decide what should be done.

While an individual or teams work on their inbox, emails continue to arrive. Will they interrupt their work to deal with emails or will they ignore them? What disciplines will they set up? Will they complete the exercise within the time and show good time management?

You can alter the type of documents according to the level of participants and areas you want to be covered.

You can appoint a leader for this exercise to see how they manage their team. Alternatively, see how the individual or team performs with their prioritising, planning and time management.

Timing: This training activity runs for 30 to 45 minutes + debrief.

Numbers: 1 to 16 participants for each game. Up to 4 per team

Price to buy: You can buy this business game and use it yourself for £250 + delivery and VAT (if applicable). 1 to 16 participants for each game. Up to 4 per team

Life's Choices

An interactive and far-reaching values exercise that enables participants to discover more about how values affect our behaviour and how important they are in business, life and organisations generally.



Business values are the core principles or standards that guide the way you do business. They sum up what your business or organisation stands for, and what makes it special. While business plans and strategies may regularly change the core values of your business generally remain the same.

Aligning the values and behaviour is important to any business and involving employees in defining its values and behaviours shows that you say what you mean in practice.

The role of the facilitator in the process of recognising values is important. You will need to build trust and draw out what participants really think and feel; but there are not any right or wrong answers.

How this values exercise works

Life's Choices is set out in six sections. This enables you, the facilitator, to choose whether to run one section or up to six.

- S. 1 Your Values - From the 126 listed values, participants select five values they think most represent them or are important personal characteristics. The chosen values are shared with the group and the facilitator leads a discussion and debrief.
- S. 2 What do you see? These 6 questions create awareness that what we see and hear, is often different to what others are seeing and hearing. Yet we can form our values on this. It is important to see and hear things from another's perspective.
- S. 3 Personal Values in Life - How would you react in dealing with various problems? Each team member will be given a problem and possible solutions on separate cards. The group discuss the possible solutions and agree the best answer. They may also agree not to agree!
- S. 4 Life's Choices with Moral or Social Implications - Discussion topics on business values - making decisions with moral or social implications.
- S. 5 Life's Choices in business - Challenging questions to see if they apply their values to work situations.
- S. 6 Values for your business - A structured approach which encourages participants to look at your existing business values to see if they are still relevant and consider others.

These six sections gives the facilitator the flexibility of running this game for individuals or a large group; or for short periods of 20 minutes or up to 4 hours.

Timing: This training activity runs for 20 minutes to 4 hours + debrief.

Numbers: 1 to 30 participants for each game.

Price to buy: You can buy this business game and use it yourself for £295 + delivery and VAT (if applicable).

Minefield

Stepping into the unknown is necessary for any team to grow and move ahead, but how will your team perform?

- Will they take risks?
- Do they consider all the options?
- What happens when the unexpected occurs?
- Do they learn from their mistakes?
- What is the leader's role?
- Did each team member fully understand the task?
- Do they support and encourage each other?
- How do they deal with feedback?



These and many other important issues are revealed in this exciting training activity.

A Minefield area has been marked into areas to help teams identify a safe way of getting to the other side. But there are no markers on the areas to show which ones are safe.

If they step near a mine it will sound a warning for them to get off it quickly. If they step near it again it will explode and kill all the team members!

When a team member gets a warning from an activated mine they must leave the minefield by the safe route they have discovered and the next team member has a go at finding a safe route.

So which way should they go? Unfortunately they have no writing material to record the steps they have taken and the mines are also voice activated so they cannot talk to each other so they must find other forms of communication.

It is easy to begin with but it soon gets exciting as their options get restricted and time is running out. They must learn where the mines are and help each other to find the way through the minefield.

It is useful to note how they react to the 'penalties' for stepping on the mined areas - do they see them as mistakes or valuable feedback? Also do the team encourage risk taking and if so how did they manage it?

The debrief brings out many key points about the way the team performed and how they can use the learning points in the workplace.

The kit consists of:

- 42 'mined mats' to form the minefield area
- a 'noise' devise to warn members if they step near a mine
- facilitator's guide, participant briefs and reusable review sheets
- the guide contains different options to bring out different learning aspects.

Timing: This training activity runs for 30 to 60 minutes + debrief

Numbers: 3 to 8 participants for each game.

Price to buy: You can buy this business game and use it yourself for £250 + delivery and VAT (if applicable).

Users' Feedback

"The minefield was a good challenge. After some 'explosions' they realised they needed to plan better and learn from their mistakes. They enjoyed doing this game and it brought out many issues we have at work, including taking risks!"

Negotiation for the North Pole Expedition

The Trainer's guide contains notes and exercises enabling you to train the following basics of selling:

- Focus on the customer (determine the buyer's need)
- Discuss benefits rather than features
- Using effective body language and tone of voice
- How to negotiate a 'win win' situation.



There are also interactive sales and negotiation games to enable participants gain a good understanding of the basics of selling. It is also a great resource for staff currently selling, to review their skills.

It requires the participants to identify the needs of the customer in order to make an appropriate sales offer. They must also ensure the customer feels comfortable with the purchase. This will be achieved by asking the right questions in order to identify the need before offering the solution confidently and enthusiastically.

This sales training game requires the participants to identify the needs of the customer in order to make an appropriate sales offer. They must also ensure the customer feels comfortable with the purchase.

This will be achieved by asking the right questions in order to identify the need before offering the solution confidently and enthusiastically.

This game includes the following interactive challenges:

- Individual sales game
- Group negotiation game
- Interactive debrief session
- Enhanced selling skills game
- Enhanced negotiation skills game.

How it works

After discussing and briefly practicing the key points of negotiating and selling, participants get the chance to step up a level and pitch for an important sales opportunity.

'One Step Further' is a charity which provides assistance for people needing artificial limbs to enable them to walk.

Their main public awareness and charity event this year is to arrange an expedition to the North Pole. Some of the equipment has been donated by companies, but they still need to buy some for the team of volunteers who will take part in the trek.

Participants take on the role of a sales executive for different companies that specialise in providing equipment for expeditions and extreme conditions. They have been selected to attend a sales meeting with a Director of the charity and other interested parties.

Timing: This training activity runs for 1 to 1.5 hours + debrief.

Numbers: 4 to 10 participants for each game.

Price to buy: You can buy this business game and use it yourself for £395 + delivery and VAT (if applicable).

Pipeline

Simple to run, fun icebreaker or team game with lots of learning.

Choose from 6 ways of using it for different learning outcomes.

This training resource works well:

- as an icebreaker, to make key learning points
- with limited time and as a fun pick-me-up
- for conference breakout sessions
- for indoor or outdoor use.



The Process

Team members are issued with a piece of half-pipe which they hold next to another team member's pipe to create a gutter effect. This will allow a ball to roll down the pipe.

The group's task is to get the ball to roll over a set distance and into a container at the end. This must be achieved without the participants touching the ball or allowing the ball to stop or drop to the floor.

However, the distance the group must transport the balls is greater than the distance of all the pipes combined (end to end). This means that once the ball has passed through their length of pipe they must join the end of the pipeline so the balls can continue to run the full distance.

This leap frog effect poses a challenge for the team and that is what makes this game so much fun.

Benefits of the game

- Brings out key issues such as Customer service, Intercommunication, Taking on responsibility, Planning, Resource Management, Supply Chain, Focusing on targets, Teamwork and Leadership
- Acts as an icebreaker and leads to greater understanding between group members
- The facilitator can brief the group so it can be used in any language
- Integrates into any training situation
- Simple to set up and administer with clear instructions and Trainer's Guide with debrief suggestions.

Timing: This training activity runs for 10 to 30 minutes + debrief.

Numbers: 5 to 12 participants for each game.

Price to buy: You can buy this business game and use it yourself for £150 + delivery and VAT (if applicable).

Roller Coaster Ball

A fun practical activity requiring trust, planning, cooperation, creativity and teamwork.

Roller Coaster Ball Game is a riot! Teams have limited time to construct a Roller Coaster which will allow a ping-pong ball to be dropped in at one end and travel to the other end by gravity alone!

This game can be run many ways including:

30-Minute Team Challenge

One of more teams compete against the clock (and/or one another) to construct and test a Roller Coaster in 30 minutes.

30-Minute Time Trial

Two or more teams each build a Roller Coaster, but they need to cooperate because each construction is timed to meet a tight schedule. All will be revealed in the Trainer's Notes and Team Sheets.

50-Minute Team Cooperation

Three teams work in different areas or in their own syndicate rooms, where they construct a different part of the Roller Coaster. After 45 minutes bring the three teams together to assemble the three part Roller Coaster - will they fit together and do the job as instructed?

Key points:

Roller Coaster Ball is great fun but also, each session illustrates the importance of some or all the following skills:

- Ability to work as a team
- Ability to work with other teams
- Trust
- Liaison with internal customers
- Managing Meetings
- Strong leadership
- Decision-making processes
- Working under pressure
- Time management
- Planning skills
- Quality work
- Motivation



Users' Comments

"Brilliant; challenging and fun. Roller Coaster is a great learning tool."

"Easy to use for so many purposes including an icebreaker, teamwork and communication. It always brings out many learning points."

Timing: This training activity runs for 30 to 50 minutes + debrief.

Numbers: 3 to 30 (Up to 3 teams of 3 to 10 per team).

Price to buy: You can buy this business game and use it yourself for £350 + delivery and VAT (if applicable).

Running Your Business for a Profit

An enjoyable and challenging business simulation game that focuses on key managements skills, ideal for your course, conference, seminar or team building event.

This is an exciting and fast paced business game that concentrates on the winning qualities that make an excellent business manager: understanding your customers, satisfying their needs, employing the right staff and motivating them so you get the best from them.

Team members must work together to plan strategies, make management decisions and take action. They must learn from the results of their decisions and adjust their strategy and operations.

This business education game is just like the real world, where the management team need to be effective and efficient with their branding, buying, pricing and staffing levels. If not, turnover and profit will suffer.

As with all the best business simulation games, it's not solely about making a profit. There are typical staff and customer service issues for the facilitator to introduce to suit particular learning outcomes. They can also learn about features, benefits and values and put them into practice as they use their creative skills to design a logo, an advertising poster and a radio commercial. All these can increase sales.

An excellent business simulation game to explore issues of:

- establishing a target customer base
- decision making
- creativity
- features, benefits and values
- branding and marketing
- forecasting and project planning
- costing, ordering and pricing
- quality of product
- customer service
- quality of product and service
- analysing basic profit and loss accounts
- opportunities and threats
- staffing levels and salary
- staffing issues
- silo thinking
- time management
- leadership
- teamwork.

User's Comments

"We had a very successful sales seminar which everyone enjoyed. We especially enjoyed the business simulation game which taught everyone about the importance of making good decisions and how it affects the outcomes."

"An interesting way of combining all aspects of the 'real life' business strategy game in a short time. Each period had its rhythm and the tempo went faster when the deadlines approached! A very good way of exercising decision making in a team of different characters and skills. And it was fun!"

Timing: This training activity runs for 2 to 4 hours + debrief

Numbers: 3 to 32 participants: Up to 4 teams of 3 to 8 (for each game)

PC required: One computer (tablet or laptop) with Excel or similar program is required. You can email or send the P&L to participants or use a printer

Price to buy: You can buy this business game and use it yourself for £495 + delivery and VAT (if applicable).

Safari Park Sales Challenge

Our sales games enable participants to learn all elements of the sales process and practice their sales skills. This unique sales training game prepares buyers and sellers for the real world of sales; hey, it's a jungle out there!

The Safari Park Sales Challenge game is the ideal sales activity for a sales training course, seminar or conference, at any level of skill, experience or ability.



This exciting sales game enables participants to practice:

- turning features and attributes into benefits
- the often complex needs of buyers
- negotiating around needs
- when to make concessions
- awareness of the buyer and buying signals
- when and how to close the sale.

Teams of Buyers and Sellers receive briefing sheets which explain their situations and targets. There are also constraints: Buyers have limited funds and space to house the animals for their safari park; Sellers have to find the best home for the animals that they represent.

Buyers receive a Park Composition Sheet to help them plan their ideal Safari Park. They are free to create whatever park they desire, but it must be an interesting, exciting and self-sustaining park with adequately housed and well cared for animals.

Sellers have to look at the needs of the sellers, then the features and attributes of the animals they represent and develop them into benefits for the Safari Park. They are free to choose how they sell and whether they try to sell both types of animal that they represent.

Buyers and Sellers meet face-to-face three times: to develop understanding and to sell and buy animals which will help to create a fun, interesting and successful Safari Park.

This sales training game is an ideal way to either bring together all the points taught in a longer sales training course or to introduce all elements of the sales cycle to those new to selling. It also is a great sales training activity for the more experienced salesperson; to refresh those sales skills and remind salespeople of all the elements of sales that they now use every day.

After all the sales meetings buyers and sellers can reflect; not only on their individual performance, but on whether they have built an interesting and sustainable Safari Park.

The Park Composition Sheet is then used as a structure for the debrief.

Timing: This training activity runs for 2.5 to 4 hours + debrief.

Numbers: 3 to 27 participants for each game.

Price to buy: You can buy this business game and use it yourself for £495 + delivery and VAT (if applicable).

Survival by Teamwork

Use this popular training game as an Ice Breaker; in assessment centres or as an activity to help develop the following key skills:

- Communication and consensus skills
- Conflict management
- Decision making and problem solving
- Leadership, management and supervising
- Managing meetings
- Influencing and negotiation
- Team development.



The scenario

You are in Egypt, taking part in an organised trip through the remote part of the White Desert in a specially constructed coach/jeep for use in desert conditions. The vehicle hits an old landmine, killing the driver and the tour guide. No-one else is seriously injured, but the front of the coach has been destroyed.

You are way off track and there are no mobile phone or GPS tracking signals available. The surrounding area is reasonably flat and appears to be rather barren except for occasional cacti. You and your fellow tourists are dressed in shorts and lightweight casuals for Egypt's hot summer months.

With only the clothes you are wearing and 12 items gathered from the wreckage, how will you survive?

What Happens

First, as individuals, the training game participants decide on a course of action and rate the importance of the 12 items. Then, working as a group, they rate the importance of the 12 items again.

Participants are then given an opportunity to compare how they have ranked the 12 items, individually and as a team, with an expert's opinion. In most cases the team performs better than the individuals.

The group discussion in this training exercise brings out lots of information that is useful for the training session debrief or in an assessment centre setting. For example who:

- took control?
- kept the group in focus and helped set objectives?
- made important contributions?
- suggested ways to solve the problem?
- applied good listening and negotiation skills?
- ensured everyone contributed?
- encouraged participation?
- was prepared to listen to others who had different opinions?
- was prepared to change their stance?

Timing: This training activity runs for 30 to 60 minutes + debrief

Numbers: Unlimited. We recommend 3-12 participants per facilitator/team

Price to buy: You can buy this business game and use it yourself for £180 + delivery and VAT (if applicable).

Team Shapes

Teams have problems (or opportunities, as we prefer to call them) to overcome which require leadership, a strategy, planning, effective communication and teamwork whilst under the pressure of a critical time constraint.

Team Shapes is an ideal training game which combines all these areas in a challenging but fun activity.

Imagine being given lots of jigsaw pieces without a picture of the completed pieces; how would you assemble the pieces correctly? This is similar to the first problem the team will have to overcome, except all the pieces have straight edges and no obvious corners!



The different pieces are divided amongst the team and they cannot be shown to other team members. The only way they can be matched up is by describing the shapes to each other and carefully listening – but a person describing a star will mean a certain shape to one person and fit a piece they have, whilst another person will see it differently and make it appear like a different shape they have!

Perceptions of the information can lead to confusion, ambiguity and uncertainty. Assumptions are easily made and clarifying the message is essential. Key communication learning points will abound.

It is essential that the team clearly defines the challenge, agree a strategy and work out a plan to overcome it. But the limited time is ticking away, adding pressure to the task.

It is important that everyone is involved or vital clues will be lost. Someone has to take control or over talking occurs and more vital clues are lost.

Team shapes is used to achieve many outcomes. Here are some that we have used it for:

- Illustrating the importance of sharing information to enable the group to achieve a collective goal
- Identifying different learning styles and thinking patterns in a team
- Recognising diversity in teams and how different perceptions can cause misunderstanding
- Helping managers to apply strategic planning for their teams to develop into action
- Identifying and using communication skills particularly for virtual and distance working
- Bringing together different teams to complete a joint project
- Improving performance by involving team members in the development process
- Assessing performance of potential staff at an assessment centre.

Team Shapes is our exciting new training activity that brings out many learning points for small and large teams.

Timing: This training activity runs for 35 to 45 minutes + debrief.

Numbers: 4 to 60 participants, depending on the pack you buy.

Price to buy: You can buy this business game and use it yourself :

- 20 card pack for 4 to 20 people £200 + delivery and VAT (if applicable).
- 30 card pack for 10 to 30 people £230 + delivery and VAT (if applicable).
- 60 card pack for 20 to 60 people £260 + delivery and VAT (if applicable).

Treasure of Pirate Island

If you want a team building game that involves:

- interactive participation
- silo busting
- lots of communication
- creative thinking
- problem solving
- Team building and
- great fun.



this game is ideal for you.

Fun treasure game and team cooperation game involving problem solving and creativity. Ideal team building exercise for large numbers at seminars and corporate training events.

The Process

Each team is tasked to find the gold treasure of Pirate Island that was buried many years ago by visiting pirates to an island deep in the Indian Ocean.

Teams are issued with a folder containing instructions on what they need to do to find the treasure. But first, they have 30 minutes to assimilate the information and solve some challenging questions. They are then issued with a map and equipment to complete their tasks.

Effective leaders will recognise the skills within the team and allocate the tasks appropriately.

Each team has information that the others need to solve the tasks so sharing information is vital. But there is a tendency to hide information from the other teams or even tell them lies, in an attempt to 'win.' However, time will show that unless the silos are busted and all teams work together, no one will win! It all makes for a fun game with lots of individual and team development.

Treasure of Pirate Island is an amazing team building game that requires Leadership, Creative Thinking, Problem Solving, Silo Busting, Time Management and Teamwork. Combine all these and add FUN to make it a certain winner for your team event.

Timing: This training activity runs for 1.5 to 2 hours + debrief.

Numbers: 18 to 36 participants for each game.

Price to buy: You can buy this business game and use it yourself for £350 + delivery and VAT (if applicable).

Users Feedback

"Running this game with lots of teams and several groups made them work together, which was really lacking when we started the day. Competition was broken down and teamwork took over once they realised that this was the way forward."

"Treasure of Pirate Island was demanding but great fun, thank you. I learnt a lot about teamwork and the importance of communicating with the whole group."

We Can Do Company

In this realistic scenario, delegates experience the impact of change by working for the 'We Can Do Company'.

This rapidly expanding company has a policy of taking on projects at short notice that other companies cannot manage.

Three teams are working together to develop a new chocolate bar. Each team has a different area of responsibility, but should communicate with the other teams to ensure they are working together.



Team four is the 'first line of attack' who work independently on the project, taking an overall view.

Having decided which tasks they are going to achieve they are told that certain members of the team need to work elsewhere in the company and replaced by other members. They are also told the time for completion is reduced.

As the game progresses each team has to cope with further changes required by the client. For example:

- Change of coating from dark to white chocolate.
- Change of filling.
- Change of bar shape and size.

Projects of this nature need a large degree of flexibility, so Teams - Members - Specifications and Requirements are subject to change at all times and at short notice. To achieve a good result, teams' must communicate effectively with each other and manage their time. Coping with change and persuasive presentation skills are also essential.

This game:

- is challenging, but fun;
- provides ample opportunity to practice change management skills;
- requires effective time management skills;
- develops team building; and
- brings out leadership qualities.

Timing: This training activity runs for 1.5 to 2 hours + debrief.

Numbers: 12 to 27 participants for each game.

Price to buy: You can buy this business game and use it yourself for £395 + delivery and VAT (if applicable).

"I have run the game several times now and each time it has been a huge success. I have been running full day sessions with teams and in the mornings we focus on the theory and the issues of integrated working and in the afternoon I use the game as a practical example of how to manage the change process.

I cannot praise this game enough. It has been so successful that I have been asked to work specifically with social work staff as well."

Y. Campbell - Senior OD & Training Advisor - Mental Health NHS

*"If you desire a one year return on your investment,
grow corn.*

*If you desire a lifetime investment,
grow people."*

Carlos Cervantes

"The general feedback on our conference was 'one of the best yet!' I think that using starting the day with the Crime Squad really helped relax people into the day and I think they all found the Hotel exercise both challenging and rewarding and having you run the afternoon enabled us to see how the delegates actually worked together. Thanks to you and your team for helping make our conference a success.

The challenge for us is now to come up with something different for next year so any suggestions would be appreciated."

C. Garrett – Selwood

We design and sell business games and training material for use on our training courses. We also sell and use the best games from other top companies, so we can help you choose the best activity for your needs.

All the games come with full instructions on how to run them, but our support doesn't end with the sale; our training staff can help you with advice and support to run the games.

When you buy a business game from us there is no restricted licence; you can use it as many times as you like.

We will also attend your premises or event and run an activity for you. Please let us know the type of activity you prefer, the number of delegates, and what you would like to achieve. We will suggest a programme for you and quote a realistic price.

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|---------------------|------------------------------|-------------------------|
| ● Archant | ● Ernst & Young | ● NATO |
| ● AstraZenica | ● Essex County Council | ● Nokia |
| ● Athens University | ● GlaxoSmithKline | ● Roche Pharmaceuticals |
| ● BBC | ● ICI | ● Royal Society of Arts |
| ● Bechtel | ● Ipswich Town Football Club | ● Shell |
| ● British Aerospace | ● Johnson & Johnson | ● Siemens |
| ● British Energy | ● Kelloggs | ● Smith & Nephew |
| ● BT | ● Lloyds Bank | ● Tesco |
| ● Castrol | ● Maclaren Europe | ● United Biscuits |
| ● Caterpillar | ● Marks and Spencer | ● US Bank |
| ● Deloitte & Touche | ● Ministry of Defence | ● Yell Group |

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