



# “Strategic planning” game

Assen 7–8 X 2014

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# Game description:

- ▶ Two competitive companies run a business based on exchanging the GREEN and BLUE cards.
- ▶ *we randomly select 2 teams*



# Teams A & B

- ▶ A
- ▶ leader.....
- ▶ .....
- ▶ .....
- ▶ .....
- ▶ B
- ▶ leader.....
- ▶ .....
- ▶ .....
- ▶ .....
- ▶ Banker .....

# The companies lose or gain according to the system:

Given colour	Received colour	Transactions I-IV	Transactions V-VI	Transactions VII-VIII
Blue	Green	+ 10	+ 25	+ 50
Blue	Blue	- 5	- 10	- 25
Green	Blue	- 10	- 25	- 50
Green	Green	+ 5	+ 10	+ 25



- ▶ Each team makes 8 transactions of exchange.



# Firstly each company writes the plan *(5 minutes)*:

- ▶ It determines the given and received colour for each transaction
- ▶ It values each transaction
- ▶ It sums up the final result



- ▶ Next, the game starts.
- ▶ The planned results and the actual results of the game are recorded in the form.
- ▶ **The criterion of efficiency is the profit maximization /plus points/.**



transactions	Team A	Team B
I		
II		
III		
IV		
V		
VI		
VII		
VIII		
TOTAL		



- ▶ Now, after the fourth round, in your teams you have to discuss the strategy for the next two rounds  
*(2 minutes)*



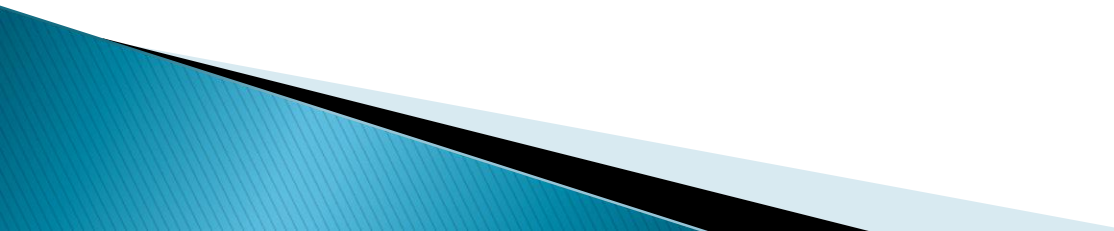
- ▶ Now, after the sixth round your teams choose the final strategy of the game.

- ▶ Remember!

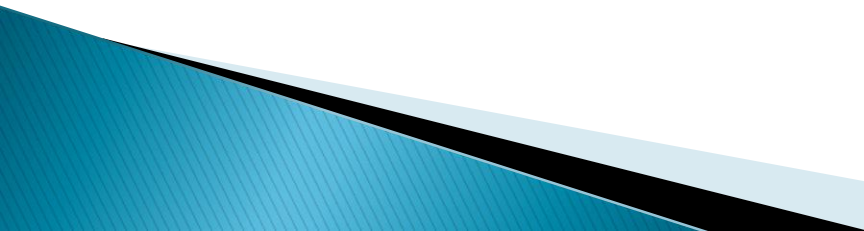
You can play for your team to succeed

or

you can play together with the opposite team against the banker /who takes the interest of the won amount of points/.

- ▶ *2 minute* to discuss the strategy in a team
  - ▶ *2 minute* to discuss the strategies between the leaders (outside the room)
  - ▶ *2 minute* for the leader to pass the arrangements to their team
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# The summary: *(using dice)*

1. I feel that...
  2. I've learned....
  3. I've realized.....
  4. It was hard for me....
  5. I would like to say....
  6. Working in a team....
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# Objective : basics of entrepreneurship

Planning activities

Team work

Ways of negotiation

Work with risk

Business ethics

Taking responsibility

Abstract thinking





