



# ***THE WIN - WIN GAME***

***FOR TEAMS, PAIRS, OR INDIVIDUALS***

# **THE WIN-WIN GAME**

A game for two or more teams, pairs or individuals.

The aim is to win as much money as possible from the 'banker' (the facilitator).

You will choose, as a team, which letter you will select from either X or Y. On a signal from the banker, you will show your chosen letter.

The banker and the teams keep a tally of debits and credits. Each must select 'X' or 'Y' in each round.

Money is awarded or taken by the banker according to the scoring key below.

Play as many rounds as is necessary to find a winner

## **SCORING KEY**

<b>If all teams select 'X' .....</b>	<b>£100 to each team</b>
<b>If one team selects 'Y' ....</b>	<b>£300 to that team, £100 deducted from the others</b>
<b>If two teams select 'Y' ....</b>	<b>£200 to those teams, £200 deducted from the others</b>
<b>If three teams select 'Y' ....</b>	<b>£100 to those teams, £300 deducted from the others</b>
<b>If all teams select 'Y' .....</b>	<b>£100 deducted from each team</b>





## **HOW TO PLAY**

Each team has 2 sheets of paper, one with X on it and one with Y on it.

Give the teams the instruction sheet and score sheet.

They play ten rounds. Before the first round, each team discusses among themselves what letter they are going to play, X or Y, based on the score sheet.

If they trust the other teams, each team will play an X. If they all do, they all win £100.

However, one or more teams may try to win more money by playing a Y.

That team will win more money, but the other teams will lose money.

What most teams forget is the objective of the game, which is to win as much money from you (the banker) as possible.

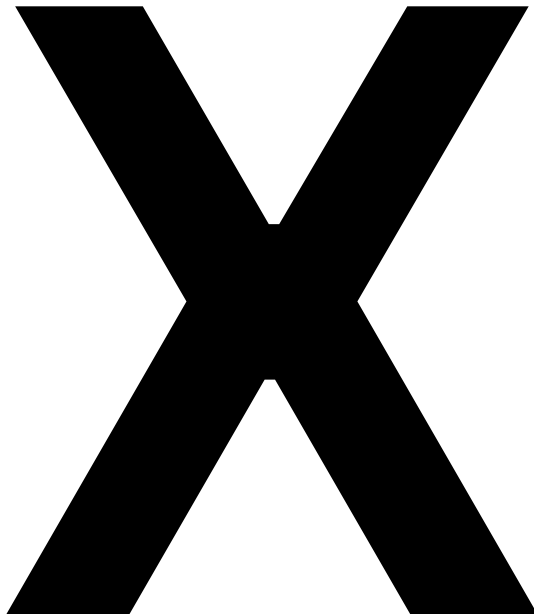
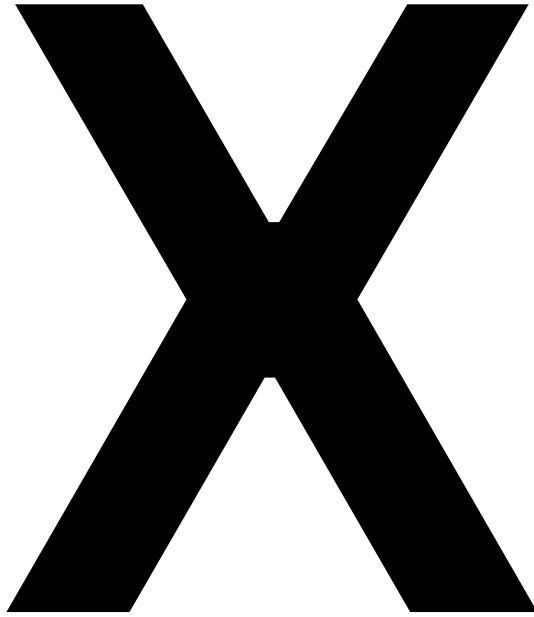
The only way they will win the most money by the end of the game is by every team playing X every time. But that requires explicit trust.

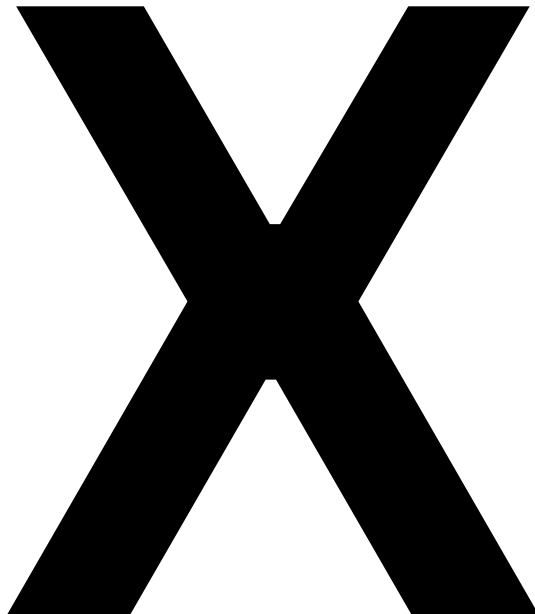
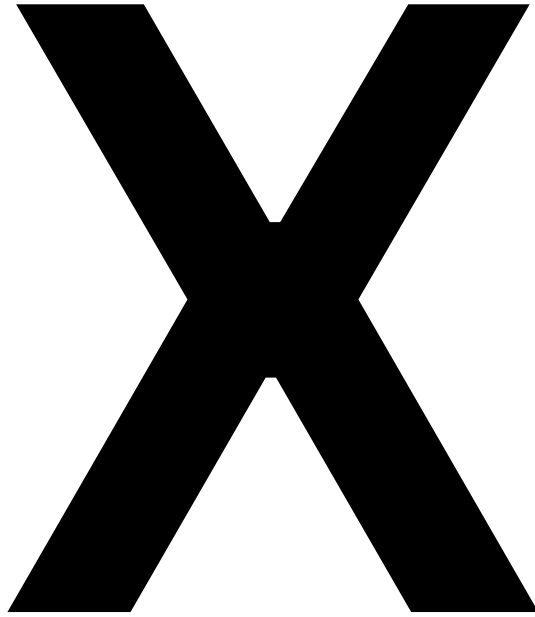
If one team breaks that trust sometime in the game, it is very hard to get the balance back again

# **THE WIN/WIN GAME SCORESHEET**

Round	X or Y	Your Score	Team	Team	Team
1					
2					
3*					
4					
5					
6					
7					
8					
9					
10*					

\*Team discussions prior to these rounds





# Y

# Y

# Y

# Y



## **ABOUT MTD**



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Sean McPheat is the Chief Executive Officer of the multi-award winning **MTD Training Group**.

Founded in 2001 and having trained hundreds of thousands of staff since, MTD specialise in management and leadership development and also sales effectiveness programmes.

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