

Team Target

A competitive, negotiation and communication exercise.

Ideal for training courses, seminars or conferences.

This exercise gives participants the opportunity to practice the complex skills required to handle conflict and negotiate. Participants also experience the conflicting emotions which negotiation and influencing typically arouse. It places emphasis upon appropriate aspects of team and individual performance.



A great training activity which asserts the importance of strategy and tactics that respond to change. The exercise explores and manages issues of conflict, trust, teamwork, honesty and fairness.

How it works

Each team is provided with a 'Target Strip' indicating a series of targets to be achieved during the the exercise. A limited and varying number and value of rods is made available by the facilitator during each 'round' of the exercise, thus increasing or decreasing the pressure on each successive group of arbitrator and negotiators.

Targets are achieved by negotiating for rods that achieve high marks on their target strips and teams are in competition for the same rods!

The exercise is competitive; the winning team being the one with the highest number of points at the end of the exercise.

Key points

The focus of Team Target is on developing skills in negotiation and arbitration, but this exercise also brings out these useful training areas:

- Conflict management
- Team development training
- Develops inter-personal skills
- Developing feedback and process review skills
- Exploring the effects of competition on performance
- The importance of flexibility as part of the planning process
- Demonstrating the balance of managing impartiality and self-interest
- The value of performance evaluation on future results.

Feedback

The in-built feedback and review structure allows each participant to offer and receive both peer and observer feedback on their performance as negotiator, arbitrator and participating team member.

Team Target is a practical competitive exercise which rewards the achievement of targets against a background of changing pressures generated by resource availability, relative success, allocated responsibility and individual competence in a variety of roles.



'Team Target' has the advantages of having:

- a structured review process within the exercise
- a flexible time scale offering fixed period, open-ended or phased formats
- sufficient resources for group sizes from 6 to 112
- entry level and advanced versions supplied as standard
- a comprehensive training manual included
- Easy to use and very portable.

Benefits:

- Can be use repeatedly as teams develop and refine strategy
- Produces cost and time effective results
- Adds a dynamic and creative dimension to any training repertoire
- Review process is included within the exercise
- Flexible timescale offering fixed period, open-ended or phased formats
- Flexible number of participants
- Easy to use and fits in a briefcase!

Timing: This business game runs for 1.5 to 2 hours + debrief.

Numbers: 6 to 112 participants (for each business game).

Who: Staff at any level.

PC required: None.

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

Cost to buy: You can buy this business game (which includes a trainer's manual) and use it yourself for £449 + delivery and VAT (if applicable).

We will also run this game for you, please contact us for details.

For further information please contact:

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