

The Second Crossing

An exercise which has been successfully used by many large organisations, it differs significantly from most business games in that it runs in real time.

A political and economic time-bomb is about to explode unless someone can unravel the truth behind 'The Second Crossing.'



A journalist about to break a major financial scandal tragically drowns. A colleague takes up the story. He alerts a close friend John York, Chief Executive of a multinational corporation, that a particular company in his newly formed construction consortium may be involved in the scandal. This would prove disastrous to their bid to build the Second Channel Crossing.

York sets up a secret meeting in Paris to form a new consortium, but is killed when his plane crashes on the return journey. This leaves his company unable to submit their tender application, thereby placing 5,000 UK jobs at risk.

The group become active players in uncovering the plot which unfolds before them whilst trying to identify a consortium, which will secure the contract.

Purpose of the Exercise

The exercise will enable a group of managers to respond to a crisis situation that draws on a host of managerial skills in a team setting.

Successful completion of the exercise requires the ability to unravel a mass of information from newspaper articles, letters, memos, faxes, emails, recordings from radio news broadcasts.

Teams need to set objectives, priorities, timescales and above all work as a team!

Added to this is the opportunity for individuals within the team to display leadership, high level interpersonal and communication skills, team effectiveness and sheer resourcefulness.

Duration: 2 to 4 hours

Numbers: Up to 4 teams with 4 to 8 delegates in a team.

Cost to buy: Not available to buy but we will run this game for you, please contact us for details.

Style of the Exercise

The exercise has been designed to be competitive when working with two or more groups. When there is only one group they compete against the clock.

On completing this business game participants will:

- appreciate the political and financial complexities of working in an international environment
- learn how to build business relationships through experience
- see the benefits of working together to solve the problems that face them
- appreciate the skills of listening and questioning
- understand the need for clarity in written and verbal communication
- learn how to solve problems in a logical and abstract way
- be able to apply strategic planning
- have managed a budget
- have set objectives and priorities
- understand the importance of team briefing and checking understanding
- have made difficult and effective decisions under pressure
- exercised excellent leadership skills
- appreciate the benefits of a team building activity

Users Comments

"It was a refreshing change from discussing business matters to get involved in a business game. It was challenging and enjoyed by all." S. Hitchcock - Sovereign Capital

See the next page for examples of the material used in this challenging business game.

For further information please contact:

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Examples of newspaper articles etc., used in the exercise

Civil Servant who enjoyed life of luxury on proceeds of corruption

Andy Ashman Reports

The fruits of Derek Woodford's crimes were not difficult to see. As well as his £425,000 six-bedroomed mansion in Cheltenham, Woodford owns another substantial property in Derbyshire's Peak District. In all, investigators have traced eight properties - two with swimming pools.

When the civil servant retired he was on £22,000 a year - but he had amassed a fortune. At the two day sentencing hearing this week the prosecution moved to confiscate houses, cars and sums of cash worth more than £2.4m belonging to Woodford. No-one - not least his colleagues at work - suspected anything because the money did not come until he retired from the Department of Transport in 1990.

Obssequious, unassuming, he could be 'oily and persuasive' when pursued, a colleague said.



Derek Woodford pictured with his yacht prior to his arrest

But that was all: in short, he was no different from the thousands of public servants who populate the middle to senior reaches of Whitehall. It's easy to be dismissive of Woodford's crimes. No-one got hurt; he took backhanders

from foreign firms in return for dishing out tens of millions of pounds in orders. But Woodford's crimes were not victimless. UK Construction bosses blame him for the loss of thousands of jobs that could have been saved if the contracts had come to them. Instead, Woodford, sent the contracts to Joplin-Venlo in Holland and Desoysa in France.

Money from the companies had been paid to small private Swiss companies controlled by Woodford which then made deposits in numbered Swiss Bank accounts. So far, investigators have been unable to penetrate them.

In passing a ten year sentence Judge Hamish Collier said "Woodford's corruption had had a significant impact on the UK Construction Industry and he had betrayed the fundamental principles of trust and integrity that every civil servant adheres to".

This is what I've managed to dig up so far. The cassette is a rough recording from German Radio this morning, which I haven't had time to play yet. Hope you're making progress.

Fax To: John York, Chief Executive, Washington Chambers

Fax From: Jerry Peters, President, Washington Chambers

Date: 30 April

John

Got your fax. Pass on my thanks to Andy.

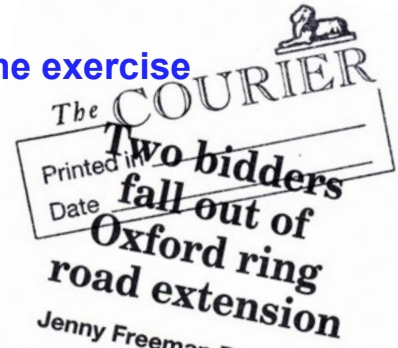
I was surprised the government haven't asked for a bid on a rail link, but I did raise it with the Minister and he assures me that it is not required. This leaves us to sort out the builders for the bridge and roads on both sides and the banker.

We simply can't afford any slip-ups on this one so I'm relying on you to put together the strongest possible group.

As agreed, I will fly over to meet you on 5 May. If we can meet between 2.00 p.m. and 2.30 p.m. to enable us to meet the deadline, but no longer than that as I have a meeting with your Transport Minister at 6.00 p.m.

All I need to know is who we are in with. I'll do the rest.

Jerry



Jenny Freeman Reports

The Department of Transport is considering only four of the consortia bidding for the contract to convert Oxford's ring road into a six lane orbital highway.

Industry sources believe that two consortia have had their pre-qualifying bids ruled out less than two weeks after they were lodged because their applications "failed to meet I.O.T. guidelines".

A Ministry spokesman refused to comment on the early eliminations and identify the bidders, but rumours are racing around the City that Washington Chambers - tipped by many as the leading contender to win the bid - is one of the unlucky two.

If this proves to be correct, expect some red faces in the Washington Boardroom on Monday when Chief Executive, John York, unleashes his wrath on his six Board members. City observers (Finance) expect to take a heavy role that.

Washington Chambers could lose up to 5,000 UK jobs

Andy Ashman Reports

Washington Chambers, the UK owned conglomerate, has told its employees that it will have to sell off large parts of the company resulting in a loss of up to 5,000 UK jobs if its bid for Euroroad fails.

A spokesman confirmed yesterday that Washington's staff survival was at stake. The President Jerry Peters warned them the firm's revenue per employee suggests a company of 14,000 or fewer.

From a high of 37,000 employees, Washington currently employs 19,000 people - the bulk being in the UK and USA.

Last month Washington revealed an unexpected quarter loss of almost £52 million. After losing major contracts and £1.3 billion since the beginning of the 1990's, the company had appeared until the recovery to have survived as



Jerry Peters, President, Washington Chambers

consider that such optimism is borne out of the forthcoming Euroroad project - drive through link that will provide the UK's second channel crossing in spite of its recent Oxford Ring Road 'hiccup'. However, if the bid fails, few are left in any doubt that Washington would have to sell promising divisions to achieve a spoke of.

Some critics have accused Mr Peters of laying an 'official blackmail' card on the table in order to secure a better share of the fair market as it is

Obituary

Jenny Freeman



Jenny Freeman, the Courier's Business Correspondent who tragically drowned in Brighton last week, will be sorely missed by everyone who had the privilege of working with her. Jenny's carefree manner often created an impression of someone who chose not to take herself, her life, nor her career seriously, but this surface appearance disguised a very serious side to Jenny's character, where values around standards and ethics were vital to her.

The undoubted high spot of Jenny's short but eventful career came when she uncovered the securities scandal involving the Costello Brothers

when reporting for the New York Times. That story made her star shine very brightly on Fleet Street and it came as no surprise that within nine months she was lead correspondent for The Courier's business pages.

I first met Jenny whilst studying at Bath University where she excelled not only as a scholar but as a sports-woman. It was when she was playing for the University's tennis team that she introduced me to her life-long friend, John York - current Chief Executive at Washington Chambers - who soon became a good friend of mine. John used to say that Jenny's talents would take her right to the top of whatever profession she chose to work in and how right he was.

Jenny's loss is immeasurable. I'm just lucky to be able to say that I spent some time with her.

Andy Ashman

Jenny Freeman, Journalist. Born London, 1 October 1964. Married Tom Dwyer 1988 (one son)