

Win as Much as You Can: An Intergroup Competition

Process:

1. Octets are formed and are divided into dyads. From this point on, the octets will be known as clusters. Each cluster will then be seated as shown in the illustration above. Each partnership is given a copy of the Tally Sheet to study. At the end of three minutes, participants are asked to share their understanding of the game with their “partner.”

2. The facilitator reads the following directions aloud:
 - A. The title of this activity is “Win as Much as You Can.” You are to keep that goal in mind throughout the experience.
 - B. There are three key rules:
 1. You are not to confer with other members of your cluster unless you are given specific permission to do so. This prohibition applies to nonverbal as well as verbal communication.
 2. Each dyad must agree upon a single choice for each round.
 3. You are to ensure that the other members of your cluster do not know your dyad’s choice until you are instructed to reveal it.
 - C. There are 10 rounds to this exercise. During each round you and your partner will have one minute to mark your choice for the round. Remember the rules. You may now take one minute to mark your choice for round one.
 1. (After a lapse of one minute.) If you have not marked your choice, please raise your hand. (The facilitator should make sure that each dyad has completed the task before he/she proceeds, but he/she should keep the activity moving.)
 2. Share your decision with the other members of your cluster.
 3. Mark your score card on the Tally Sheet for round one according to the payoff schedule.
 4. Are there any questions about the scoring? (The response to all questions concerning the purpose of the activity should be, “The name of the game is Win as Much as You Can.”)

- D. The facilitator continues the games as follows:
 - 1. You have one minute to mark your decision for round two.
 - 2. Has any partnership not finished?
 - 3. Share and score.
 - E. The game is continued by conducting rounds three and four like rounds one and two.
 - F. Round five is a bonus round. You will note that the Tally Sheet indicates that all amounts won or lost on this round will be multiplied by three. Before I ask you to mark your choice for this round, I am going to allow you to discuss this exercise with the other members of your cluster. After the group discussion, you and your partner will have one minute to discuss your discussion, as before. You may now have three minutes for group discussion. (Discussion is stopped after three minutes.) You and your partner now have one minute to mark your decision for round five. Remember the rules are now in effect. (After the lapse of one minute.) Has any partnership not finished? Share and score.
 - G. (The facilitator conducts rounds six and seven like rounds one through four.)
 - H. (Round eight is conducted like round five, with the bonus value increased from three to five times par.)
 - I. (Round nine is conducted like rounds one through four and rounds six and seven.)
 - J. (Round 10 is conducted like rounds five and eight, with the bonus value increased to 10 times par.)
 - K. (The facilitator has each cluster compute its net score from the four dyadic scores. Example: +18, -21, +6, and +2=+5. It is possible for each cluster to score +100 (i.e., +25, +25, +25, and +25) if all four dyads choose Y, the collaboration option, in each round.)
3. The facilitator opens the discussion of the process and its implications. The following key points should be raised.
- 1. Does the “You” in “Win as Much as You Can” mean you as a dyad or you as a cluster?
 - 2. The effects of competition and collaboration should be considered.
 - 3. How does the cluster’s net score compare to the possible net score of 100?
 - 4. How does this experience relate to other group situations?
4. If there is time, the facilitator may wish to discuss the concept of win-lose, lose-lose, and win-win strategies.

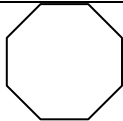
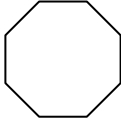
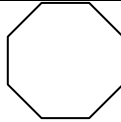
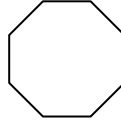
Variations

The exercise can be carried out using money instead of points.
Process observers can be assigned to each cluster.

Partnerships can be placed in separate rooms, to minimize participants' breaking the rules.

The number of persons in each partnership can be varied. Clusters can be made up of individuals and/or various sizes of partnerships. Larger groups can send representatives to the meetings on bonus rounds.

In round 10, each partnership can be directed to predict the choices of the other three partnerships. These predictions can be posted before announcing the actual choices, as in the following diagram. (Actual choices are recorded in the circles after the predictions are announced.)

Predicting Partnership	Predicted Choices			
	Partnership A	Partnership B	Partnership C	Partnership D
A				
B				
C				
D				

Reference: Similar Structured Experiences: Vol. II Structured Experience 32, 35; Vol. III 54, 61; '72 Annual 81, 82, 83; Vol. IV 105. Lecture Sources: '72 Annual "Assumptions about the Nature of Man," "McGregor's Theory X-Theory Y Model"; '73 Annual "Win-Lose Situation."