

CASE STUDY: THE GOOD GUYS

WHAT WAS THE OBJECTIVE?

The Good Guys was looking for a learning solution to encourage a 'win-win' culture and greater team collaboration. They wanted team members to realise the value of shared knowledge and peer-to-peer support.

HOW DID WE DO IT?

We developed 'The Winners' Circle' – a playful, five-hour collection of activities where team members would compete in groups against each other. The difference being that they would learn results were better achieved when they pooled their knowledge and resources with other groups. With a strong emphasis on debriefing and exploring the process and team dynamics present in the activities,

individuals could reflect on how this relates to the workplace and their ability to play as part of a team.

HOW WAS IT INTEGRATED AND WHAT WERE THE RESULTS?

Team members return to store understanding how collaboration and looking for the 'win-win' in every situation benefits the business and their individual roles. Improved morale and better team engagement has meant a more supportive workplace culture at The Good Guys.





Instructions

Today you will be participating in **The Winners' Circle**. A game where we work together to achieve outcomes.

The activities you complete may be physical or problem solving, lateral thinking or teamwork orientated and you must decide how much you are willing to risk on the activity before commencing.

Included in the instructions is a "Risk & Reward" sheet. You must analyse the level of difficulty of the activity before filling in the "Risk & Reward" sheet which will then be handed to a facilitator prior to starting.

If you lose your initial \$500, you will be able to borrow a second \$500 from the bank, but it will cost you \$50 for every activity they backed the money. The Bank retains the right to reject a loan application based on the team's ability to meet future repayments.

NOTE: All odds are given as decimal and are inclusive of the bet, i.e. 2:1 = Bet \$100 and receive \$200 back in total if successful. A facilitator's decision is final.