

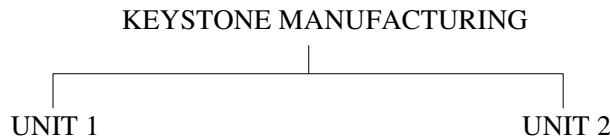
## CROSS FUNCTIONAL COMMUNICATION EXERCISE

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### BLUE & GREEN:

Groups "A" & "B" are two units operating within the same company.....

For the sake of this exercise we will call the company "Keystone Manufacturing".....



There will be a total of **8 Transactions** between the two units. At the start of this exercise, each unit will have been given 7 "Blue" and 7 "Green" tokens. In each transaction the units will exchange either a "Blue" or a "Green" token through a consultant. The token received during each transaction cannot be used again. The object of the exercise is to accumulate as many points as you can. There can only be one winner - or, indeed, one loser. Points are awarded according to the following schedule;

If each unit exchanges a blue token.....	Each unit receives...	<b>+5 points</b>
If each unit exchanges a green token.....	Each unit receives...	<b>-5 points</b>
If the units exchange different tokens.....	The unit receiving the blue token receives	<b>+10 points</b>
	The unit receiving the green token receives	<b>-10 points</b>

### RULES:

1. Your team has 10 minutes in which to read the rules and devise a strategy.
2. Start playing by signalling the instructor that you are ready to play.
3. Give the instructor the token you wish him/her to forward to the other team. In turn the instructor will give to you the token from the other team. You have 1.5 minutes between each of the rounds.

The exchange of tokens between the two units will be undertaken simultaneous each round - that is to say that each team must select the token to send prior to being in receipt of the token from the other team.

You will not physically be in receipt of the token.

4. The two units may enter into negotiation, if both parties agree, following transactions **3 & 6**. If you do not wish to negotiate after either the 3rd or 6th rounds, you may refuse without being penalised.

During each of these transactions you will be afforded 3 minutes to decide upon which of the tokens you intend to pass to the other team.

If both teams elect negotiate with one another, one representative from each of the units will be permitted to meet for no more than 3 minutes.

5. After the 8th round total your points - and those of the other team.

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### SCORING:

1. The points awarded in transaction **3** will be doubled.
2. The points awarded in transactions **6 & 8** will be squared.

The algebraic rule that states  $- \times - = +$  will be ignored (i.e. -10 will become -100)

**THIS OBVIOUSLY MAKES TRANSACTION 8 CRITICAL FOR FINAL SCORING RESULTS**

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## SCORE SHEET

Transaction No:	Colour Received:	Score:	Accumulative Score:
1			
2			
3			
4			
5			
6			
7			
8			

**TOTAL =**

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How would you describe the interaction that took place between your team and the team with whom you were transacting? Please respond appropriately to each of the following headings;

### INTERACTION BETWEEN TEAMS

Co-operation;

Trust;

Competitiveness;

Sharing Ideas;

Level of Communication;

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