

Win as Much as you can! ¹

Rules of the Game

- (a) Your goal in the game is to win as much as possible
- (b) You will work in four groups. You will go through more rounds.
- (c) In each round, each group decides independently whether it chooses X or Y. They write their decision on a small piece of paper and hand it to the trainer.
- (d) The choice of each group is confidential. The trainer informs the groups only about the aggregate result.
- (e) Each group scores in each round according to the payoffs included in the table below

Group decision	Points	
	X	Y
4X	-10	
3X+Y	+10	-30
2X+2Y	+20	-20
1X+3Y	+30	-10
4Y		+10

- (f) Between rounds trainer is entitled to give new information. The trainer may decide to announce that the score can be multiplied with 10, 100 or whatever number he/she thinks is appropriate.
- (g) After each round the trainer announces the score without disclosing the decisions of individual teams. He/she announces the collective decision.
- (h) Each group is keeping its score after each round, based on the trainer's announcements.

Round No.	Collective Decision	Group Decision	Score
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
Total			

¹ This is a widely used training exercise. One source is Carl M. Moore, The Community Store

Win as Much as you can! ² - trainers' note

*This is a variation of the "Prisoner's Dilemma" game. It is widely used by trainers. Playing the game poses the choice of whether participating groups will choose to win for their group or for the full community. A good source that provides valuable lessons is Robert Axelrod, *The Evolution of Cooperation* (1984).*

Do not use this exercise unless ready to debrief on the lessons of the exercise!

The trainer's role at the beginning is to enhance tension.

After a couple of rounds when groups fight, the trainer can raise the payoffs in order to signal the need for cooperation.

If cooperation does not evolve, it is possible to allow a short negotiation(s) among group representatives. After the negotiation the game continues by the same ground rules.

At the end of the game it is also possible to make 1-2 transparent rounds.

Group decision	Points	
	X	Y
4X	-10	
3X+Y	+10	-30
2X+2Y	+20	-20
1X+3Y	+30	-10
4Y		+10

During the rounds the trainer keeps record on a flipchart in the following format. This flipchart can be used to discuss what happened during the debrief.

Round No.	Decision of Group 1	Decision of Group 2	Decision of Group 3	Decision of Group 4	Total Score
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
Total					

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