

Photocopiable activity

Game: business gurus

1 You have just been appointed training manager for your company. Say what the duties of a training manager are.	2 CEOs often say, 'Our people are our best asset'. Do you agree? \$50 for each reason you give as an answer.	3 Interest rates have gone down. Gain \$200 if you can say how this benefits business.
6 Which is more important for you: job satisfaction or salary? Up to \$500 for a convincing answer – your colleagues decide.	5 What is important when choosing a new supplier? (Reliability, payment terms, etc.)	4 Your company needs a new Customer Services Manager. What qualities does he or she need?
7 It is your annual performance review. Say what business skills you would like to acquire in the next year. \$200 for each skill (maximum five).	8 What is important when writing a CV? (Layout, information, etc.)	9 Name five ways of raising money for a new business activity. \$100 for each idea.
12 How can business meetings be made more successful? \$50 for each idea (maximum ten).	11 Which is more important in business: qualifications and training or experience? \$1,000 for a convincing answer.	10 Describe a business trip you have made OR Say what is important when going on a business trip.
13 What is important when preparing a mail shot? (Target audience, costs, etc.)	14 What should you do before leaving the office to go on holiday? \$100 for each reasonable action.	15 What is important when assessing staff performance? (Setting targets, providing training, etc.)
18 What mistakes do people make when giving presentations? \$50 for each mistake (maximum ten).	17 What is important when making a business presentation? (Clear structure, illustrations and handouts, etc.)	16 Do you think companies should consider the wishes of staff before relocating offices? \$250 for a reasonable answer.

How to play

- 1 Play in groups of three or four. Each group needs one die and a counter for each player.
- 2 You each start with \$1,000. You can either keep track of your own score, or you can appoint a 'banker' to keep everyone's score.
- 3 Each player throws the die. The player who throws the highest number starts, and throws the die again to move.
- 4 If the square you land on is not a TALK square, answer the question on the square. The other people in your group should decide whether you have answered the question correctly or not. If they don't think your answer is good enough, they can choose how much of the money to give you.

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19 What is important when deciding on a business location? (Proximity to markets, skilled workforce, etc.)	20 What are the advantages for a company of having their offices in the capital city? \$250 for each advantage (maximum three).	21 What equipment is essential in a modern office and why? \$50 for each piece of equipment and the reason (maximum ten).
24 What is important when accepting a foreign posting? (Living conditions, expenses, etc.)	23 What is important when choosing an employer? (Contractual terms, promotion prospects, etc.)	22 How would you entertain foreign business visitors to your town/city? \$250 for a good answer.
25 How should companies decide where to advertise? \$1,500 for a good answer.	26 What can you find out by doing market research? \$100 for each idea (maximum ten).	27 What is important when carrying out market research? (Clear objectives, good questions, etc.)
30 What is important when caring for customers? (Clear communications, speed of service, etc.)	29 What factors should employers take into account when deciding employees' salaries? \$200 for each factor (maximum ten).	28 What is important when negotiating a salary increase? (Inflation, productivity, etc.)
31 Do you believe that the customer is always right? Why (not)? \$500 for a well-reasoned answer.	32 What rules would you give customer service staff for answering the telephone? \$25 for each rule (maximum ten).	33 What is important when preparing a brochure? (Photography, words, etc.)
36 What advice would you give to a 17-year-old who told you he/she wanted to go into business?	35 What job would you like to be doing in ten years' time? \$1,000 for a convincing, well-reasoned answer.	34 What image does the company you work for have? OR Talk about a company you know well: what image does it have? \$750 for a good answer.

- If the square is a TALK square, you should speak for one minute on the subject given. If you speak for less than a minute, you lose \$500. You gain \$200 for each main point you express up to a maximum of four. You can use the ideas suggested in brackets. The other players will count how many main points you have expressed.
- If you land on a square that someone else has already answered, move to the square immediately after it and answer the question for that square instead – no one wants to listen to the same talk again!
- The game ends when everyone reaches the end of the board. The person who has made the most money wins.