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# The Barter Puzzle





### Introduction

### **Brief Overview**

The Barter Puzzle Challenge is not just any puzzle-solving activity; it's a negotiation battlefield where teams must work internally and externally to complete their puzzles first. This exercise brings out the negotiator in everyone, blending strategy with teamwork.

# **Purpose**

Designed to enhance problem-solving, negotiation, and teamwork skills, this challenge puts a unique twist on puzzle completion by requiring teams to barter pieces with competitors, promoting communication and strategic planning.



### **Ideal Participants**

Perfect for all teams looking to sharpen their negotiation skills and strategic thinking, from corporate groups to student organizations aiming for enhanced collaboration.

### **Materials Needed**

### **List of Materials**

- Several jigsaw puzzles (each with the same number of pieces but different designs)
- Tables or clear spaces for each team

### **Visual Aids**

- Instructions on negotiation techniques
- Tips on strategic thinking and teamwork

## **Training Flow & Timeline**

**Total Duration**: 60 minutes

### Time Breakdown for The Barter Puzzle

- 10 minutes for explaining the rules and distributing puzzles
- 40 minutes for puzzle solving and bartering
- 10 minutes for debrief and reflection

### Rules for the The Barter Puzzle



- Puzzle Distribution: Each team starts with a puzzle that has a few pieces belonging to other teams' puzzles.
- No Direct Swapping: Teams can only barter pieces; direct swaps for the exact piece needed are discouraged to enhance negotiation skills.
- Complete the Puzzle: The first team to correctly complete their puzzle wins.

### Step-by-step Guide to The Barter Puzzle

### Step 1: Setup and Rules

**Activity**: Explain the challenge and distribute the puzzles to each team, ensuring some pieces are mixed up among the teams.

Time: 10 minutes

# Step 2: Puzzle Solving Begins

**Activity:** Teams start solving their puzzles and quickly realize they have pieces that don't belong to them.

Time: 5 minutes

### Step 3: Negotiation and Bartering

**Activity:** Teams negotiate with each other to barter for the pieces they need. This requires communication within the team and with other teams.

Time: 40 minutes

### Step 4: Puzzle Completion

Activity: The first team to correctly complete their puzzle



announces their victory.

Time: Variable

### **Key Learnings & Takeaways**

The Barter Puzzle challenge highlights the importance of negotiation, strategic thinking, and teamwork. Participants learn the value of clear communication, the art of negotiation, and the power of working together towards a common goal.

## **Next Steps**

Encourage teams to discuss the strategies that were effective, the challenges they faced during negotiation, and how these skills can be applied in real-world scenarios.

### **Feedback**

Your feedback is invaluable. Please share your experience, insights, and suggestions to help us refine and improve our training sessions.

### Cheating

While creativity in negotiation is encouraged, remind participants that the spirit of the challenge is to improve negotiation and teamwork skills. Fair play should be maintained throughout the activity.

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