

# TRADE WINDS

A fast moving and highly immersive pirate themed game that explores the skills of negotiation, information gathering, networking and understanding customer needs.



## How it works

Each team plays the crew of a pirate ship that arrives with a hull full of 'booty' to trade. Their goal is to accumulate treasure by building relationships with other traders in port while using their guile to gather vital market information. The game takes place in four cycles, 4 years. Each year commences with teams trading and ends with them returning to port to collect bounty on certain goods. As the game progresses, teams develop relationships with other teams and share gained knowledge.

## Learning outcomes

A quick and clever activity where teams negotiate and trade to maximise their returns. Although this is a competitive exercise, the most successful teams are those that collaborate with others to build win-win outcomes while at the same time focussing on their own bottom line results. During a review process, winning strategies are shared and pertinent learnings are applied to the workplace.

## Key business benefits

- ✦ Customer Service
- ✦ Negotiation Skills
- ✦ Managing change
- ✦ Risk management



24 - unlimited



Indoors



1-2 hours



Competitive