

Title: Row, Row, Your Family Feud Boat

Timing: 45 minutes to 1 hour

Develops: Problem Solving, Collaboration, Teaming

This activity is incredibly malleable. The content itself is immaterial – it is the *process* that works.

To illustrate how the activity works, we've used a sales-topic, but you can insert any topic that requires individuals to think on their feet. It is especially useful for topics which don't have "one right answer."

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Divide your training group in to three – labeled Team A, Team B, and Team C.

Give the group assignment: Make a list of [insert your topic / objective here] the five hardest objections you have encountered in selling XYZ; the ones that stumped you and cost you the sale.

Allow 5 – 10 minutes for the group assignment.

Process:

- Team A announces their first [topic] objection.
- Team B has a period of time to discuss among themselves and come up with a response.
- Team C has the ability to "challenge" that response, so they, too, work together to come up with a response.
- First, Team B gives their response. If Team C believes theirs is better, they can "challenge."
- Team A then decides which response is the "best" and one point is awarded to the winning team.

The process is repeated with Team B next announcing their first [topic] objection for Team C's response and Team A's potential challenge.

The process is repeated with Team C announcing their first [topic] objection for Team A's response and Team B's potential challenge and so on until all 15 items have been addressed.

Tabulate the number of points earned and announce the winning team. Be sure to distribute all of the content generated, post-class.

Round one:

