

The Egg Business



PREPARED BY: Artemisszio Foundation

TAGS (3 categorizations)

Is this activity focusing on one of the 3 steps of the method or tackling a transversal challenge facilitators may face?	Step of the method	Decentering	Discovery of the frames of references of the other	Negotiation
	Challenge treated			x

Small Description

Please explain in a short paragraph (using grammatically correct full sentences) what your activity is about, why did you create it?

This is a negotiation exercise where each participant has a task that can be completed to the satisfaction of both parties, in case All information is considered and the communicate effectively with each other. But the task is also a source of conflict, so a solution must be found if communication is not effective enough.

The goal is that the participants have an opportunity to reflect on the nature of conflicts while trying to solve one situation, pay attention to the importance of communication and analyze their own role and the role of their partner in finding solutions.

Quick info

 **TIME FRAME**
30-60min

 **GROUP SIZE**
2-10

 **FACILITATION LVL**
Beginner

 **COMFORT ZONE**
Safe

 **MATERIALS**
Pen and paper
or a
computer/mobile
device.

20-30 min	2-20	intermediate	challenging	role descriptions space to separate a bit the couples
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Preparations needed

Print the role cards.

Instructions Step By Step

Please give step by step instructions of your activity, including debriefing. Be direct, address the reader as a facilitator directly: eg. ask your participants to stand in a circle...

Step 1.

Introduce the participants to the topic of conflict resolution and negotiation. Ask the group to form couples and tell them that the role descriptions will clearly explain the aim of the negotiation that each person should follow during the game. Ask the pairs not to read each other's role cards, but to read only their own instructions carefully.

Step 2.

Give 10 minutes for the couples to reach an agreement.

Step 3.

After the 10 minutes ask your participants to finish the businesses. Before asking them about the results,

- ask the participants (one by one) if they are satisfied with the deal
- ask the pairs to share the deal
- ask the pairs to share how the process was going (maybe not every couple if the group is big)
- ask about the learning points in general

- What was or could have been the source of conflict?
- How did the problem effect you?
- What was the negotiation strategy you chose? Why? Did you start with this strategy or you changed it during the process? Why? Why not?
- Is there anything you would do differently now?
- Did you behave like you usually behave?

Hints for the facilitator

You will need chairs that can be moved to separate the couples a bit so that the pairs don't influence others and the noise is bearable.

As this is a widely used activity in the field of training and conflict management, if there is a chance that someone already played the game, ask the participants not to share the previous experiences with their pair, but play as if that would be the first time.

Take into consideration that this activity requires reading and understanding a longer text and memorising the key elements of it, might not serve for a group of people who have possibly some difficulties with these skills.

Ressources (Who invented this activity or who inspired it)

If you invented it, please write the name of your colleague and institution as you'd like it to be referenced

If you used ideas /activities of others please put full reference as concretely as you can

This is a quite commonly used conflict management activity, you can find it eg. here:
For a future to come (2007) Manual on conflict management - International youth work on conflict management

https://www.salto-youth.net/downloads/4-17-1596/Manual_Conflict_Management-LR.pdf?

Annex: the role cards

Role I: T. Smith



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You are the chief pharmacist at the Ministry for Public Health and specialized in the development of medicine that cures rare diseases. Not long ago the X-Fluoride epidemic broke out on several continents. This is a contagious disease causing dangerous fetal disorders.

There is an emergency situation all over the world. If X-Fluoride is not contained in time, an unacceptably high percentage of this generation will require the support of their families and society for decades. Economists predict that the cost will ruin millions of families and will lead to business bankruptcies and high rates of unemployment across a wide spectrum. Psychologists indicate that the emotional impact on each family will entail terrible consequences.

Your Ministry supported the research on X-Fluoride and found a serum that prevents the disease. The serum is prepared from the yolk of the egg of a very rare, spotted ostrich. These birds are found only in Balaharia. The ostrich lays eggs only once a year, just this month. The eggs are stored carefully each year and are sold to gourmet restaurants as condenser for Eggs Business For a Future to Come International Youth Work on Conflict Management special soups. The last year stock was sold at \$ 15 on average per egg.

The only owner of the tamed spotted ostriches and thus the main supplier lives at a distant place in Balaharia. According to rumors, this man is a member of the underworld, a drug addict and allegedly took part in murders and terrorist actions. You do not believe that the producer knows about the new use of the eggs.

The Ministry for Public Health will need all the eggs laid this year to meet the predicted demand for serum worldwide. Your task is to obtain as many ostrich eggs as possible. The Ministry empowered you to spend up to \$ 525.000 for this year's output.

You seem to have competitors during the purchase, particularly representatives of the Ministry for Heavy Industry. Your Ministry had previous dealings with the other Ministry and faced poor cooperation, even rivalry, because of deficient budgetary resources. Western firms may also appear in Balaharia. You have been authorized to compete with the Ministry for Heavy Industry and during bidding you can offer your whole sum.



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You are flying to Balaharia to buy the eggs. You are worried because the real beneficiary of the conflict might be the underworld. You are surprised to recognize that the person sitting next to you is the representative of the Ministry for Heavy Industry.

You try to convince him that you need the eggs. If you manage to defend your institution's interest you will be promoted in your Ministry and it would mean a five times higher salary for you.

Role II: T. Taylor

You are the chief chemist at the Ministry for Heavy Industry who is responsible for developing insecticides for agricultural products which kill insects harmfully.

Recently there have been reports from all over the world about the attack of the Cottermus moth damaging the trees. This moth, if not contained, might damage whole forests within days. It propagates at an extraordinary speed: the larvae hatch within two months and cause irreversible damage on huge areas by attacking the leafage of the trees.

Following forest destruction a secondary effect is unprecedented soil erosion, destabilization and disappearance of water resources. The moth might infect cultivated plants causing grave damage to the production.

The only way to stop the moth is to spray on the infected forests a special insecticide, the UO-Compound which has not been produced for years. Differing from most of the insecticides, which are synthetic products, the UO-Compound is made of the shell of the egg of the spotted ostrich living in Balaharia. There are very few of these birds and they lay eggs only once a year. This is the month of laying eggs. The eggs are stored each year and then are sold to gourmet restaurants as condenser for special soups. Last year the eggs were sold at \$15 on average per egg.

The only owner of these rare ostriches lives on a distant part of Balaharia. According to rumours he is a member of the international underworld, he is a drug addict and takes part in



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murders and terrorist actions. You do not believe that the person knows that this year there will be a new and increasing demand for the eggs.

Thousands of eggs are needed for producing the insecticide. Your Ministry has decided that you have to buy all the ten thousand eggs from this year's production. Your task is to obtain as many ostrich eggs as possible. The Ministry empowered you to spend up to \$ 500.000 for the eggs. Along with the gourmet restaurants other competitors seem to be interested in the eggs. There are rumors that the Ministry for Public Health also needs the eggs. Your Ministry has already had some dealings with the other Ministry and there is currently rivalry between you both because of the deficient budgetary resources. You are worried that the Ministry for Public Health and probably other firms will try to outbid you.

You are flying to Balaharia to buy this year's production. You are angry because the underworld might draw profit from the situation. You recognize that the person sitting next to you is the representative of the Ministry for Public Health. You try to convince that person that you should get all the eggs. If you defend the interest of your Ministry you will be promoted to a position that ensures a five times higher salary for you than the current one.