



# NORTHGATE

ACTIVITIES FOR MANAGEMENT DEVELOPMENT

## Teamwork

### The Pyramid Game

**At the Egyptian Sand & Gravel Company you're tendering for the Pharaoh's pyramid. Can you come in on budget and be creative enough to win the contract?**

- ▶ A short and fun activity to assess teambuilding and presentation skills.
- ▶ Relevant to all supervisors and managers, and ideal for sales staff.
- ▶ An ideal ice-breaker for any training course.

#### Focusing on

- **Team roles**
- **Leadership**
- **Organisation skills**
- **Time management**
- **Planning**

<b>Numbers</b>	Up to four teams per pack (but ideal for multiplying up for large numbers)
<b>Timing</b>	1 hour
<b>Price</b>	£200 (plus VAT for UK) Delivery £9.75 for UK. £25 or less elsewhere

#### The Activity

**The Pyramid Game** is a simple organisation task - to emphasise the importance of group work - which ends with team presentations.

At the start the Brief explains to teams that due to failing health, the *Pharaoh of all Egypt* wishes to build one, or perhaps two pyramids, to stand, as a monument to himself and his great works long after his ultimate destiny. He is willing to spend ten-and-a-half million gold pieces and wants the construction work to be completed within his lifetime. He is presently 50 years old, with life expectancy in Ancient Egypt standing at 60 years.

*With the aid of data provided and a map, teams in **The Pyramid Game** must come up with a full proposal for the job.* They must decide where best to site the new construction and choose the quarry from which to obtain the blocks of stone with which to build the pyramid(s). Two quarries are available each with different prices for stone and each at a different distance from the sites.

They must also control costs so as to fall within the budget – and while they do not pay wages, slaves do, regrettably, need feeding!

Timing of the project is of course critical - as sudden death awaits those groups who fail to construct the pyramid in the Pharaoh's lifetime.

Scissors, glue/tape and card are provided (these items are not included in the pack) so teams can construct a scale model of their proposed pyramid or pyramids – to use in support of their Team Presentation to the Pharaoh (the Trainer).

Finally, groups must create a sales slogan for their company – “*People are dying to get into our Pyramids*” or “*Tomb with a View*” are two notable suggestions.

### **Highly Motivating!**

*So involved do teams become that we’ve received more than one report of white sheets, tablecloths and bread baskets being whisked from hotel rooms in order to give the necessary Egyptian authenticity to the presentations!*

### **Who gains what?**

*The Pyramid Game* allows participants to experience the problems of working together in a group, the need to delegate tasks and co-ordinate a project.

For the Trainer, it provides an opportunity to assess the leadership, team-building and general management skills of participants. It is very effective as a group selection exercise - as a means of observing each individual’s role and behaviour within the group, their strengths and weaknesses, and the group interaction. An **Observer’s Form** is included to help assess the contributions of each team member to the total effort.

## **The Pyramid Game**

### **How it works**

1. Divide participants into groups of three-four. Explain the timing and purpose of the activity - an organisation task which tests their ability to work as a team - there’s a lot to do: understanding, calculating, costing, timing, constructing, creative thinking and presentation!
2. Issue **Briefing Sheets** (and card obtained from local stationers).
3. If necessary issue the **Pyramid Template** – to help groups with the construction of the model.
4. If possible, allocate an observer to each group – use the **Observer’s Forms** provided.
5. When time is up, listen to the presentations note the tender and slogan and view the models. Use the **Trainer’s Notes** for guidance.
6. Lead a discussion on performance and lessons learned. Observers were should give feedback here.
7. Announce who wins the contract.

### **The Pyramid Game Trainers Comments**

*“We use **The Pyramid Game** at small conferences and find it opens up all sorts of training points for discussion. There is a lot to be gained in terms of teams identifying their strengths and weaknesses and allocating duties to make the most of their individual skills.”*

P Atwood Thomas Cook

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