Lottery

Goal: Gain insight as to what drives decisions.

Materials: Note paper.

Preparation: Participants have discovered what is their highest natural style.

Grouping: There are two options:
- Option 1: If you have enough of each style, pair them with opposites.
- Option 2: If participants are predominantly 1 or 2 styles, then assign them a style. Have them go to page 9 "motivation." This will help them be in the correct mindset.

Timing: 20 minutes total. 10 minutes for interviewing and 10 minutes for group reporting.

Assignment:

Each partner takes turns interviewing the other. Have scenario on flipchart. "If you won $1,000,000 in a lottery…."

Interview questions
1. What would you first do?
2. Who would you tell and why?
3. What would you definitely not do?
4. How long would that money last?

Debrief: Four people report out what they learned about their partner's style - a style so very different than their own. And how does is it different than their own style? Can you think how it might be similar to any work situation you have experienced? How could this help in a team that is having misunderstandings?

Typical style buying habits:
D's - Invest in a long shot.
I's - Plan a vacation.
S's - Check with others re: what I should do.
C's - Research and invests according to their research.