

# Activity Sheet 1: Team Building Skills

In The Stock Market Game™ you will be making decisions as a team to build your team portfolio. Your success in part depends on your ability to compromise and cooperate.

Here are a few personal rules to follow:

- Be responsible for your own learning.
- Share your knowledge freely.
- Learn what you can from others.
- Foster interdependence by asking for and giving help.
- Express your ideas openly.
- Listen carefully to feedback.
- Be a good critical friend.
- Share responsibility for decision-making.



When you make a decision as a team it is called “consensus building”. The following are a few consensus building tips:

1. **Listen.** Be sure that each team member has a full understanding of what other team members are saying.
2. **Contribute.** Share all relevant information even if it conflicts with personal interests.
3. **Include.** Ensure that everyone is included in the decision-making process.
4. **Evaluate.** Determine what points team members agree on and what points they disagree on. Spend time evaluating the differences.
5. **Time.** Don't waste time discussing those points that team members already agree on.
6. **Compromise.** When used in consensus building, it doesn't mean that a team member will give up a position in exchange for support on another point. It does mean that the opinions of all team members are equally important, that each member will discuss an issue with an open mind, and is willing to fully support a decision made by the team.

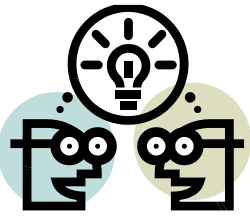

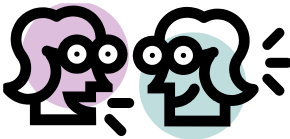



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Practice consensus building with this team name activity:

	<p><b>Brainstorm</b></p>	<p>Have everyone list several ideas with reasoning but no evaluative comments. Get into the habit of requiring everyone on your team to participate. Let your style show with the names you suggest!</p>
	<p><b>Evaluate</b></p>	<p>Have each person choose their first two choices for names and see if you have overlap. Reduce the list to four names or less.</p>
	<p><b>Discuss</b></p>	<p>Don't vote! Ask each person to give a pro and con for each of the top four names. Based on this analysis, choose your top two names. Do pros and cons on the top two names with each person making a proposal for the top name and others chime in with support.</p>
	<p><b>Decide</b></p>	<p>If necessary, take a vote at this point to select the team name. Voting is only used when a team can't make it to consensus.</p>



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