

Management Retreat—Role of Hunter

In this exercise, you will be planning a management retreat with your co-worker. There are five issues to discuss: destination, accommodations, number of scheduled speakers/topics covered, length of stay and season. Below is a chart that represents your interests. Each issue has a different degree of importance to you, as indicated by the amount of points you could gain. Your goal is to reach an agreement with your co-worker on the five issues. If you cannot reach an agreement worth at least 2000 points you are better off hiring an outside consultant to orchestrate the management retreat.

Point Schedule

<u>Destination</u>	<u>Points</u>
San Francisco, California	4000
New York, New York	3000
Chicago, Illinois	2000
Boston, Massachusetts	1000
Miami Beach, Florida	0
<u>Accommodations</u>	<u>Points</u>
5-star resort \$\$\$\$\$	0
4-star resort \$\$\$\$	400
Luxury Full Service Hotel \$\$\$	800
Conference Center \$\$	1200
Hotel w/ Meeting Room \$	1600
<u>Number of Scheduled Speakers/Topics</u>	<u>Points</u>
10 or more	0
8-9	50
6-7	100
4-5	150
3 or less	200
<u>Length of Stay</u>	<u>Points</u>
6 days	0
5 days	200
4 days	400
3 days	600
2 days	800
<u>Season</u>	<u>Points</u>
Winter	0
Fall	600
Late Summer	1200
Early Summer	1800
Spring	2400

DO NOT AT ANY TIME TELL THE OTHER PARTY HOW MANY POINTS YOU ARE GETTING. ALSO, DO NOT LET THE OTHER PARTY SEE YOUR POINT SCHEDULE. THIS INFORMATION IS FOR YOUR EYES ONLY.