Win As Much As You Can

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Win As Much As You Can!

- ## A Decision Making Exercise, Illustrating the Effects of Human Behaviors and Psychology on Performance Measures

- *This activity is based on the classic "Prisoner's Dilemma" problem as adapted by W. Gellermann*

The Performance Measure

- **The Goal is: Win as much money as you can!**

- **Each Game has 4 Teams of 2 or 3 players each.**

- **Winners get a Free Soda.**

The Game Sequence

- **There will be 10 rounds.**

- **Round 5 is worth 3 times normal**

- **Round 8 is worth 5 times normal**

- **Round 10 is worth 10 times**

- **Rounds 5, 8, and 10 follow Classroom Negotiation, for the others, only the Group Members confer.**

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The Payoff System

Result	Payoff
4 X's	X - Lose $1.00 Each
3 X's 1 Y	X - Win $1.00 Y - Lose $3.00
2 X's 2 Y's	X – Win $2.00 Each Y – Lose $2.00 Each
1 X 3 Y's	X – Win $3.00 Y – Lose $1.00 Each
4 Y's	Y – Win $1.00 Each

Data Recording Form

Win As Much As You Can

Decision Making Exercise: Four Groups

Payoff Chart:

4 X's	X - Lose $1.00 Each
3 X's 1 Y	X - Win $1.00 Each Y - Lose $3.00
2 X's 2 Y's	X – Win $2.00 Each Y – Lose $2.00 Each
1 X 3 Y's	X – Win $3.00 Y – Lose $1.00 Each
4 Y's	Y – Win $1.00 Each

Tally Sheet: **Group Members:** _____

Round	Time Allowed	Confer with	Choice	$ Won	$ Lost	Balance
1	2 min.	Group				
2	1 min.	Group				
3	1 min.	Group				
4	1 min.	Group				
5	3 min. + 1 min.	Class Group				
6	1 min.	Group				
7	1 min.	Group				
8	3 min. + 1 min.	Class Group				
9	1 min.	Group				
10	3 min. + 1 min.	Class Group				

Round 5 payoff is multiplied by 3
Round 8 payoff is multiplied by 5
Round 10 payoff is multiplied by 10

Let's Play

WIN AS MUCH AS YOU CAN!

The Results

- **Who won? Who gets the soda?**

- **How did you do?**

- **Did you accomplish the Goal?**

Psychology

- **What impact did psychology have on the results?**

- **Did you compete or cooperate?**

- **What did you learn from this experience?**